Please handle with
EXTREME CARE
This volume is ***brittle***
and CANNOT be repaired!
Photocopy only if necessary
Return to library staff, do not in bookdrop
GERSTEIN SCIENCE INFORMATION CENTRE
Library staff, please retie with black ribbon and reshelve

Library

ONTARIO COLLEGE

OF

PHARMACY

No. 1

RULES REGARDING BOOKS.

Each student on taking a book from the Library becomes responsible for the loss or damage of the same.

The Librarian shall examine every book returned, and if the same be found marked, or spotted with ink, with leaves turned down, or in any way injured, the borrower shall have the loss deducted from his deposit.

Through the day, books must be returned on leaving the reading room

From 3.30 to 10 p.m. a book may be obtained for home reading, but must be returned by 10 a.m. the following morning. For longer detention a fine of 5 cents per hour will be imposed.

ONTARIO
COLLEGE OF PHARMACY
41 GERRARD ST. E.
TORONTO.

RS
1
C24
V.1

ONTARIO COLLEGE OF PHARMACY 44 GERRARD ST. E TORONTO

LIBRARY MAY 2 1999 UNIVERSITY OF TORONTO

CANADIAN DRUGGIST.

VOL. I. TORONTO, JULY, 1889. No. 1.

THE CANADIAN DRUGGIST,

5 Jordan Street, Toronto, Ont.
And Strathroy, Ont.

WILLIAM J. DYAS, - - Editor and Publisher.

SUBSCRIPTION, $1 PER YEAR, IN ADVANCE.
Advertising Rates on Application.

The Canadian Druggist is issued on the 15th of each month, and all matter for insertion should reach us by the 5th of the month.

All cheques or drafts, and matter intended for the editor, to be addressed to Box 438, Strathroy, Ont.

New advertisements or changes to be addressed

CANADIAN DRUGGIST, 5 JORDAN STREET, TORONTO.

OUR FUTURE ISSUES.

We have made arrangements with a number of the leading druggists of Canada to write articles bearing on subjects relative to the trade for the next and ensuing numbers of THE CANADIAN DRUGGIST. We are anxious to have contributors and correspondents from all quarters of the Dominion, and to make this journal a means of communication between all druggists. It is not our aim or intention to publish a scientific journal, so called, but one which a druggist may pick up at any time and find matters of interest, and it may be of intrinsic value to him in his every day occupation. Few of us have the time or inclination to wade through heavy articles or essays on matters, which, although important enough in their way, do not present an attractive side to the average reader, and, pecuniarily speaking, do not afford him the profit which very few of us have any objections to realizing. To sum up, our idea is to have a personal means of communication: it may be between a druggist in Victoria, B.C., or in St. John, Newfoundland, or perhaps in more limited spheres between two druggists in Ontario, all done through the columns of this paper. Pursuing this line we invite all to use our columns, provided that everything said can consistently appear in the pages of a first class journal.

THE POSITION OF THE PHARMACIST.

The extract given in another place in this number from a paper read before the Sheffield Pharmaceutical Society shows the condition of pharmaceutical affairs in many parts of England, and which is unfortunately developing in some place in Canada. While not agreeing with some of the propositions made by the writer, notably that of meeting the "cutter" or rather forestalling him in the matter of lower prices, yet some of his suggestions will bear careful perusal. The main point for the pharmacist, we consider, is whether it is not wiser to confine himself more to the true ideal of the profession, the preparation and dispensing drugs proper and pharmaceutical specialties, and to delve into and fathom, as far as possible, the remedial nature and chemical affinities of remedies which the science of pharmaceutical research develops.

DRUGGISTS' ASSOCIATION.

A meeting of the druggists of Wellington, Halton, Peel, Dufferin and Cardwell was held in Guelph on June 26th, when the following gentlemen were present: Wm. Colcleugh, Mount Forest; R. Phillips and R. H. Perry, Fergus; Thos. Stevenson, J. R. Dodds and A. Turner, Orangeville; J. H. McCollow, Milton; R. Wood, Erin; A. B. Petrie, Dr. Herod, T. S. Petrie and W. G. Smith, Guelph.

W. Colcleugh was appointed chairman and W. G. Smith secretary, pro tem. but just before the members got settled down to business Mayor Gowdy put in an appearance and extended a hearty welcome to the gentlemen from a distance, his remarks being received with applause. A hearty vote of thanks was tendered the Mayor for his kindness and the Aldermen for the use of the Council Chamber.

The meeting then settled down to business. After a careful discussion a constitution and set of by-laws was adopted, after which the following officers and committees were elected unanimously: President, W. G. Smith, Guelph; 1st Vice-President, Thos. Stevenson, Orangeville; 2nd Vice-President, J. H. McCollow, Milton; 3rd Vice-President, R. H. Hodgson, Brampton; Secretary, W. Colcleugh, Mount Forest; Treasurer, L. N. Yeomans, Mount Forest; Auditors, R. Wood, Erin, J. R. Dodds, Orangeville; Committee on Chemistry, Pharmacy and Legislation, A. B. Petrie, L. N. Yeomans, Dr. McGarvin, J. R. Dodds, Thos. Ruston; Committee on Trade and Commerce, W. G. Smith, Thos. Stevenson, R. H. Perry, J. H. McCollow and C. Store; Committee on Grievances, W. Colcleugh, T. P. Smith, A. Turner, T. S. Petrie, R. Wood; Committee on Entertainments, Dr. Herod, R. Jamieson, R. Phillips, W. Colcleugh, T. H. Yeomans.

The city druggists entertained the visitors to dinner at the Royal Hotel, where a pleasant hour was spent. The meeting of the Association was a pleasant and profitable one, and the hope was expressed that the next meeting would be more largely attended by the druggists living within the bounds of No. 6 district.

Before adjournment the Committee on Trade and Commerce was instructed to confer with a similar committee of No. 11 district on matters affecting their interests. The next meeting of the Association was decided to be held in Brampton.

[We have a letter pointing out that the account of this meeting as published in the Mail and Globe is not correct. The Brantford circular was never mentioned, therefore the conclusions supposed to be arrived at only originated with the party who sent the report. — Ed. CANADIAN DRUGGIST].

THE ELECTION OF COUNCIL.

The election of the Council of the Ontario College of Pharmacy was held on Wednesday, July 3rd. Twenty-nine persons were nominated, four of whom declined to stand, two sent no reply, two were late in replying, and one was not eligible, leaving twenty candidates in the field. The following is the result of the ballot, showing the number of votes received by each candidate:—

Clark, John A., Hamilton	241
D'Avignon, J. E., Windsor	275

Elliott, R. W., Toronto	171
Hall, John J., Woodstock	292
Hobart, G. S., Kingston	222
Jeffrey, Andrew, Toronto	247
Lawrence, L. T., London	230
Mackenzie, J. H., Toronto	212
Miller, Hugh, Toronto	126
McGregor, C. K., Brantford	242
McKee, John, Peterboro'	248
Petrie, A. B., Guelph	212
Pelkie, A. E., Chatham	79
Polson, N. C., Kingston	154
Roberts, J. S., Seaforth	203
Sanders, W. B., Stayner	210
Slaven, J. W. Orillia	235
Smith, W. G., Guelph	113
Walters, Henry, Ottawa	296
Wilson, R., Cobourg	127

The new council with their vote is therefore as follows:—

Walters, Henry, Ottawa	296
Hall, John J., Woodstock	292
D'Avignon, J. E., Windsor	275
McKee, John, Peterboro'	248
Jeffrey, Andrew, Toronto	247
McGregor, C. K., Brantford	242
Clark, John A., Hamilton	241
Slaven, J. W., Orillia	235
Lawrence, L. T., London	230
Hobart, G. S., Kingston	222
Mackenzie, J. H., Toronto	212
Petrie, A. B., Guelph	212
Sanders, W. B., Stayner	210

The old council was composed as follows:—

Sherris,	Clark,
Polson,	Hobart,
Sanders,	Foster,
Pearin,	McKee,
McGregor,	Hall,
Howse,	Walters,

D'Avignon.

The new board as compared with the old is as follows:

Old Members.	New Members.
Walters,	Jeffrey,
Hall,	Slaven,
D'Avignon,	Lawrence,
McKee,	Mackenzie,
McGregor,	Petrie,
Clark,	
Hobart,	
Sanders.	

The scrutineers were Messrs. Lewis, Gaynor and McCann.

AMERICAN PHARMACEUTICAL ASSOCIATION.

From special telegraphic reports to the New York Druggists' Circular, we glean the following note of the annual meeting, which took place at San Francisco, on June 24th and four following days. The attendance was somewhat smaller than usual, but the arrangements for the entertainment of visitors were very complete and a large number of interesting papers were read.

The following were elected officers for the ensuing year: President: Emlen Painter, of New York; First Vice-President, Karl Simmon, of Minnesota; Second Vice-President, W. M. Searby, of California; Third Vice-President, J. W. Eckford, of Mississippi; Treasurer, S. A. D. Sheppard, of Massachusetts; Permanent Secretary, Prof. J. M. Maisch, of Philadelphia; Reporter on Progress of Pharmacy, C. Lewis Diehl, of Kentucky.

The membership of the Association was reported to be 1,373, a loss over last year of 13; 119 names having been dropped from the roll and 106 new ones added. The next meeting will be held at Old Point, Va., on the second Monday in September, 1890.

PHARMACISTS AND THE PHONOGRAPH.

A phonograph company is being formed in Kansas City, with a capital of $200,000, and many of the druggists are looking forward to the time when these instruments will be given around freely for the small sum of $40 per annum. It will then be possible for them to keep a list of prescriptions with the utmost exactitude. For instance, if a physician comes into the office and wants to give a prescription, he will be invited to talk at the "machine," which will not only take down exactly what he says, but the modulations of the voice, so that in the future there will be double evidence against him, as no man would have the face to deny the authenticity of his voice. Whenever a man who contemplates suicide comes to the drug store, says the National Druggist, he will be asked to whisper into the ear of the phonograph the means he proposes to employ for the same, and what other excuses he has. In court the various acquaintances of the man, when they hear his demands repeated in his natural voice, will be convinced that there was no foul play in his death, but that he himself sought the bourne from which no traveller ever returns. When the average citizen of Kansas desires to take a little medicine of the spirit kind, he will be asked to speak into the throat of the telephone, and there his voice will be scheduled, and in future when the talons of the law catch hold of the druggist, he will be able to prove that he was more sinned against than sinning, and the guilty man will be brought to justice. In fact, this machine is destined to mark a revolution in the annals of the drug business.

A WORD TO THE RETAIL DEALER.

Are you in the habit of carefully reading the advertising pages of your trade paper? If not, will you allow us to specially call your attention to them, and to point out to you the fact that they form a very important and valuable feature that should never be neglected if you hope to do a profitable business. Perhaps you may be under the impression that the trade paper could be published without them. If so, permit us to disabuse your mind of that idea, and to inform you that there is not a single trade paper in the land that could print its reading pages alone if the publishers depended solely on your subscriptions. In the advertising pages of the trade paper you find the most reliable information in regard to novelties, seasonable and new goods, as well as the staples, without which you could not hope to carry on your business. But staple lines, however necessary they may be, are sold on a close margin, and without the novelties and seasonable articles your profits would be greatly reduced. For this reason the advertising pages should receive as careful attention as the reading matter, which, while more interesting to you, perhaps, for the moment, may not be as valuable in a business sense.

In the advertising pages of this issue are presented for your consideration a varied line of goods suited to your needs. Some of them you may now be selling, while others you may never have heard of before. The advertisements have cost money to the merchants and the manufacturers, and they have placed them in our pages especially with the hope that you will read them. Many of them are attractive outside of their purely business aspect. We trust, therefore, that before laying this paper aside you will examine it from cover to cover, and if within these pages you find something that fills your needs, that you will write to the advertiser regarding it. Your inquiries will receive prompt and careful attention. The advertisements are meant to draw your trade, and inquiries from dealers are never overlooked. And when writing to advertisers do not neglect to mention the name of the paper you saw the advertisement in. Next to receiving inquiries from possible customers the advertiser is gratified in knowing where his advertisements are calling attention to what he has to sell. This is also of great importance to the publisher of the trade paper, as the advertiser will continue his announcements where they are benefiting his business.

MOOT POINTS IN DISPENSING.

The pharmacist everywhere claims that his remuneration for dispensing should be based upon a higher scale than that for ordinary trading transactions, because proficiency in the art amounts to professional qualification, and the duty is on the whole so onerous as to deserve a return commensurate with the responsibility, and skill and knowledge involved. The claim is one which, fortunately, the medical profession and the public recognise to a certain extent, and even "cutting" shops and stores recognise the fact that the profit on dispensing transactions should be on a higher scale than profits usually are. The truth is that there is a limit below which dispensing does not pay: for in the majority of cases a reasonable profit on the drugs used in a prescription would recompense the dispenser most inadequately for the mere labour of compounding, and unless skill and knowledge were in some measure re-

compensed, pharmacy would, in its professional aspect, be a gigantic failure. It follows, of course, that if dispensing charges include a return for professional skill and knowledge, the public is entitled to have the latter meted out to them in due proportion. Hence the dispensing department is one to which the pharmacist can never pay too much attention; he cannot be over-scrupulous in the selection of materials, too zealous in carrying out the directions of the prescriber, or too observant, in his intermediary position between the physician and patient, in looking for and checking errors or clearing away points of doubt which, if thoughtlessly carried out to completion, might seriously prejudice the condition of the patient. It is a matter for congratulation that pharmacists rarely substantiate the obvious blunders of physicians. These are things of every-day occurrence, and are generally trivial errors, such as an extra stroke of the pen turning 3 into 3, the leaving out of such suffixes as "dil." and "comp.," and so forth. To pharmacists who are accustomed to dispense a physician's prescriptions, the occurrence of such slips is quickly noted, but others may not be so fortunate.

TO CORRESPONDENTS.

We invite correspondence on any subject bearing on the drug business. There are many amongst us who are able writers, intelligent thinkers, and whose opinions have weight and influence; there are also those who, unwilling to write, are anxious to make enquiries. We solicit correspondence from all. The only points we wish to impress are that communications should be short, concise, and to the point.

DOCTORS OF PHARMACY.

At a late meeting of the Toronto Retail Druggists' Association, the following resolution was adopted: "That the Toronto Retail Druggists' Association, feeling the necessity for the elevation of the profession of pharmacy, and recognizing the present high standard of the examinations of this Province, would urge upon the Council of the Ontario College of Pharmacy the desirability of the aforesaid Council urging the claims of the pharmacists of this Province upon the Minister of Education (or the proper authorities) with the object of having attached to the curriculum of the Provincial University a course in pharmacy open only to all graduates of the Ontario College of Pharmacy, enabling the said University to confer the degree of Doctor of Pharmacy upon all such graduates taking this proposed post-graduate course."

LOCAL PHARMACEUTICAL SOCIETIES.

During the past few years many local Pharmaceutical Societies have organized in various parts of the country, and have already been productive of much good, not only in the matter of uniformity of prices and discussion of minor or sectional events which may occur, but also of engendering a feeling of harmony and good will between druggists of the respective localities where these organizations exist. In some places, however, no such societies yet exist, and our confrères should see to it that in city, town, or county, as may be, some plan should be adopted to bring members of this profession more into personal contact, and we know no better plan than the organization of local Pharmaceutical Associations. In connection with this matter it is said that at the regular meetings of some of the older societies, the novelty having somewhat worn off, the routine business transacted is not sufficiently attractive to secure as large an attendance as desired. This is a point on which we should like to hear from the druggists, and would request answers to the following query: In what way may the meetings of local associations be made sufficiently attractive to induce a large and regular attendance, and an increased interest in the meetings?

LOCAL ORGANIZATIONS.

The following Secretaries of Divisional organizations have so far been reported. Any information as to organization, etc., will be furnished by them, and we would suggest that condensed reports of meetings be sent to the CANADIAN DRUGGIST for publication not later than the fifth of the month: Toronto, W. Lloyd Wood; Hamilton, H. S. Case; Ottawa, H. A Martin; London, J. Callard; Kingston, A. P. Chowne; Brantford, J. M. MacKidd; Woodstock, A M. Scott; St. Catharines, J. R. Seymour; Bowmanville, J. E. Higginbotham; Port Elgin, R. S. Muir; Mt. Forest, W. Colcleugh.

J. R. Seymour, St. Catharines, is running a branch at Grimsby Park.

An Ontario druggist has sent us the following, showing how a physician in this fair "Canada of ours," who dispenses his own prescriptions, labelled and sent out a bottle to his patient: "Take a wine glace tree times a day over your meals: take a pil every morning: if that fisick you to much slack on the licker, cause you got to take the pills. One dollar and seventy-five cent for the hole ting."

TRADE NOTES

Cocaine is easier.

Mercurials have a higher tendency.

Quinine is quiet, no notable change in price.

Norway Cod Liver Oil has advanced, and is firm.

G. A. Bingham, Yonge St., is away on his wedding tour.

Mr. Mount Wild, Hamilton, has also joined the benedicts.

Gum arabics are a little easier, but no perceptible change in price.

The firm of John Lunny & Sons, druggists, Montreal, have dissolved.

Business during June has been quiet, which is not unusual at this season.

W. A. Howell was in Toronto this week pushing German Blood Remedy, etc.

Castor oil has advanced 20 per cent., and the probabilities are still higher prices.

McGregor & Parke, Hamilton, are opening a branch in the east end of the city.

Quassia has advanced, and will likely be higher still owing to the light hop crop.

Pot. bromide and iodide are firm, especially the latter, which has slightly advanced.

Tannic acid and potass chlor will be lower owing to the duty having been taken off.

German chloroform has advanced, owing to a combination among the manufacturers.

Cascara bark is steadily declining. No doubt when new crop comes in old prices will prevail.

Jno. J. Hall, Woodstock, has gone to the Paris Exposition; he will be gone about two months.

Hugh Miller & Co., Toronto are getting in a plate glass front, and improving the interior of their store.

Opium has advanced, and will probably be higher owing to light crop. Morphia sympathizes with it.

The new line of steamers between Hamilton and Toronto is well patronized by Hamilton druggists, who combine business and pleasure.

Insect powder is easier owing to a decline in price of flowers. The Persian is considered just as strong as an insecticide as Dalmatian.

W. S. Barwell, of London, has purchased the stock of the late G. W. Harkness, and will carry it on in the old premises.

THE LONDON DRUG CO.

LONDON, ONTARIO.

J. DOUGLAS, Manager

IMPORTERS OF

Drugs and Druggists' Sundries, Fine Chemicals, Perfumery, and all Goods required by Chemists.

MANUFACTURERS OF

Fluid Extracts, and Fine Pharmaceutical Preparations, Citrate of Magnesia, Etc.

We beg to intimate to the trade, and particularly to those who are commencing business on their own account, that we keep IN STOCK every requirement of a first-class Chemist and Druggist.

We carry full and complete sets of

LABELLED SHELF WARE
DRAWER PULLS
SHOW BOTTLES and VASES
SCALES, WEIGHTS, Etc

and everything necessary for the executing of an opening order on the shortest notice.

Correspondence in regard to Prices, Terms, etc. solicited.

MERCK'S PURE PEPSINE IN SCALES

We have taken a great deal of trouble to put before our friends and the Trade the excellent character of this preparation. It is offered at a reasonable price, and dispensing chemists should put before their Medical friends its well-known merits. It possesses high digestive powers, is perfectly solvent, and keeps well. We have it in 1 lb., ½ lb. and 1 oz. bottles.

The London Drug Co., - Importers

LONDON, ONT.

Smith & McGlashan Co.

[LIMITED]

WHOLESALE DEALERS IN

DRUGGISTS' SPECIALTIES

Sundries and Fancy Goods

Agents for E. B. Shuttleworth's Fluid Extracts, Specialties and Pharmaceutical Preparations

Malleable Steel Spring, Reversible, Hard Rubber, Celluloid, and Elastic Belt Trusses.

Mailing orders for Trusses promptly filled. We make a specialty of Hard and Soft Rubber Sundries.

Our travellers are out with Holiday Goods and are showing a large line, carefully selected from every Plush Goods maker in Canada. Our lines of imported goods should be seen. We would remind our friends that we sell almost exclusively to the Drug Trade.

SMITH & McGLASHAN CO., Limited

53 FRONT ST. E.

TORONTO, - ONT.

HICKSON, DUNCAN & CO.

25 FRONT STREET

Successors to

W. H. BLEASDELL & CO.

In calling the attention of our numerous customers to our large and varied stock of Fancy Goods, are pleased to state that we are exceptionally well prepared to fill orders in large or small quantities, and at much better value than heretofore. Buying direct from the manufacturers in Germany, France and England, we can offer special inducements in all lines of

DRUGGISTS' AND TOBACCONISTS' SUNDRIES

Toys, Cutlery, Sporting Goods, Games, Vases, Brushes, Bisque Figures, Stationery, etc.

Yours respectfully,

HICKSON, DUNCAN & CO.

LAWSON & JONES
Forest City Label Works

LONDON, - - CANADA

Established 1882

We are the only firm in Canada devoting special attention to

CHEMISTS' PRINTING

and with our present facilities we can successfully compete with any of the American or European Label houses

We invite comparison of our work and prices with others.

We also supply Estes' Turned Wood Boxes, Gill's Seamless Tin Boxes, Paper Pill and Powder Boxes, Castors and special lines of Containers

Write for Catalogue. Mention this paper.

LAWSON & JONES

226 King Street, - London, Canada.

J. PALMER & SON

IMPORTERS OF

DRUGGISTS' SUNDRIES

Sole Agents in Canada for

A. & F. PEAR'S SOAPS

DUPONT'S BRUSHES

BERTRAND'S PERFUMES

The Largest and best assorted Stock in Canada of

BRUSHES,
COMBS,
SPONGES,
PERFUMERY,
CHAMOIS,
SOAPS,
FANCY GOODS,
TOILET REQUISITES.

1743 & 1745 NOTRE DAME

MONTREAL - - CANADA.

Please mention CANADIAN DRUGGIST when ordering goods advertised.

L. A. Oldfield, the Dundalk druggist, having met with misfortune, has been compelled to assign for the benefit of his creditors. There is a screw loose somewhere when a druggist fails.

The two popular drug and fancy goods dealers in Halifax, Avery F. and Albert H. Buckley, have gone into partnership together. They are brothers, and well liked by their townsfolk.

W. E. Brunet, St. Sauveur, Quebec, has assigned again. This man failed two years ago in such a manner that his creditors only realized a few cents, and he, of course, did not receive his discharge, but under the system in vogue in Canada at present, a dealer who puts no value on a clear name can go on living at the expense of those he buys from so long as they are foolish enough to give him credit. After the disgraceful showing made in his previous assignment one cannot easily understand any responsible wholesaler letting him have goods without first paying out solid gold for them. Our readers must be careful not to confuse this firm with W. Brunet & Co., who do the largest drug business in Quebec, and are a reliable firm in every way.

G. E. Gibbard, who sold his drug business in Whitby some time ago to J. E. Willis, has been prospecting in Vancouver, B.C., with the idea of going into business in that city.

M. Springer, Strathroy, Ont., has sold his drug business to W. H. Stepler, for some time past assistant with Mr. Springer. Mr. Springer goes to Detroit to finish his course in medicine at the Detroit Medical College where he has already attended a couple of terms.

Mr. T. G. Whitfield, the popular representative of Messrs. Kerry, Watson & Co., is in New York and Boston honeymooning. We trust he will find the benedictine state as happy a one as his friends bespeak for him.

Dr. J. S. Moffatt has opened a drug store in Norwood. We wish him success.

The drug business in Petrolea, Ont., carried on by H. Hume, "Manager," has closed.

Wilson's Fly Pads have become a staple article with druggists, and require no pushing. A special inducement to dealers is now made in the shape of a Musical Sales Box. Write to Archdale Wilson Co., Hamilton, mentioning CANADIAN DRUGGIST.

J. H. Landreth, formerly with R. Ferrah, of Galt, has opened a new drug store in Berlin, Ont., under the name of J. H. Landreth & Co.

H. R. Gray, one of Montreal's most prominent druggists, purposes moving into new and more commodious premises adjoining his present store, as soon as the building is completed.

Harkness & Co., who have carried on the drug business in London for some years, have come to a crisis, their stock having been sold on the 16th ult. to W.S. Barkwell, the rising young chemist of the Forest City.

The next and each subsequent number of the CANADIAN DRUGGIST will be issued on the 15th of the month, consequently Aug. 15th will be the date of our next issue.

On the third page of cover the W. A. Howell Co. call attention to their German Blood Remedy and other preparations of their manufacture. This Company is now advertising these remedies largely in the daily and weekly press, and druggists should see to it that they have a stock on hand. Read the announcement of special inducements, and in writing mention the CANADIAN DRUGGIST.

Lawson & Jones, printers, of London, Ont., have just sent us one of their handsome new catalogues of printed and lithographed druggist labels, which are fully up to the standard of any American house. Send for one.

"Canthos," a new Cantharidal Plaster, made by Johnson & Johnson, promises to be a perfect vesicant, and is said to lack many of the objectionable features of the rubber plaster. Thos. Leeming & Co., Montreal, are agents for Canada.

The initial number of the CANADIAN DRUGGIST is issued to its readers with a feeling of confidence—confidence that there is a field open and ready for it in the fact that numbers of prominent druggists have given every encouragement to the enterprise, and that each and every druggist in Canada will recognize it as the organ of the profession. Our aim will be to make it a medium of communication between druggists, a sort of "vade mecum" in which many may see the right things just at the right time. In the first number of any journal or paper there may be, and invariably are, some errors or misplacements, but we trust our readers will overlook any such, and promise them for future issues a clean, neat, newsy Drug Journal. Thus launched, we bespeak for the journal a kind reception, careful perusal, both of reading and advertising matter, and a unanimous subscription from the druggists of Canada. Starting out on the anniversary of our great national day, Dominion Day, may we not hope for it a proportionate measure of progress as has blessed our fair Dominion?

FORMULÆ.

PROTECTIVE VARNISH is made by mixing together 10 parts of mastic, 7 of camphor, 16 of sandarach, 5 of genuine elemi with Canada balsam and spirits of turpentine in equal parts, dissolved in alcohol, filtered and kept in a closed vessel until required for use.

IMPERMEABLE AND TRANSPARENT PAPER patented in France and England, for waterproof fabrics, leather, etc., is as follows: Turpentine, pitch, 60; tallow, 16; wax, 5; styrax, 2. A homogeneous substance is obtained, which when applied to all kinds of paper makes them transparent and impermeable to air or moisture, the transparent material being called styroleum and hydrofage cotton.

AN INDIA RUBBER SUBSTITUTE is prepared from old paper or other fibrous material, digested in a mixture of sulphuric acid and nitrate of potassium, previously heated to 75-90 F. The pulp is washed and dried, then mixed with a solvent consisting of 700 of methylated spirit, 25 to 50 colophony, 10 to 12 of benzoin, and 80 to 100 of castor oil. The mixture is distilled at from 300 to 320 F., and the residue dried. This may be treated in various ways, so as to form plastic material like whalebone, and may be coloured with aniline. For varnishes a larger amount of the solvent is used, and in this form it has special applications for coating eggs, capsuling bottles, etc., or for waterproofing.

FLORIDA WATER.—Oils of lavender and bergamot, of each 4 oz.; oil of neroli, 2 drachms; oil of orange, 4 drachms; oil of cloves, 1 drachm; musk, 4 grains; cologne spirits, ½ gallon; water, ½ gallon. Macerate for a week, and filter through magnesia.

A RELIABLE BLACKBERRY BALSAM. The following formula was adopted by the Lancaster County Pharmaceutical Association for elixir rubi (blackberry cordial): Fluid extract of blackberry, 2 fl. oz.; oil of cloves and oil of cassia, of each, 10 minims; fluid extract of ginger, 1 fl. dr.; simple elixir, to make 16 fl. oz.

The formula of the New York and Brooklyn formulary is similar, but uses in place of the aromatics tincture of vanilla, 4 fluid drachms, and compound elixir of taraxacum, 4 fl. oz. Another formula uses as a basis a compound fluid extract of blackberry, of which a pint represents 12½ oz. av. of blackberry root, 2 oz. cinnamon, 1 oz. each of nutmeg and coriander. Four fluid ounces of this fluid extract with twelve fluid ounces of simple elixir give an efficient and pleasant cordial.

Dr. Goddard's formula for an aromatic blackberry syrup, giving a preparation having little astringency, is as follows: Blackberry juice, 16 fl. oz.; sugar, 8 oz. av.; nutmeg, 120 gr.; cinnamon, 120 gr.; cloves, 60 gr.; allspice, 60 grs.; brandy, 8 fl. oz.

Camphoric Acid, a product of the oxydation of camphor, occurs in colourless crystals of needle-form, is almost insoluble in water, but soluble in alcohol and ether; it is recommended as an astringent, antiseptic, and as disinfectant in typhoid stools. Reichert suggests its superiority over chlorate of potash, boracic and salicylic acids, used in 1 to 2 per cent. solution as a gargle or spray in angina and bronchitis. Excellent results have been attained with 3 to 6 per cent. solutions, used as sprays for laryngeal tuberculosis. Internally it has been administered in doses of 1 to 2 grammes, three times daily, as a preventive for night-sweats in phthisis.

Pyrogallic Acid.—The fact that pyrogallic acid or "pyrogallol," as it is sometimes called, is an active poison is not generally recognized, although the dispensatories quote cases wherein its use has resulted fatally. A recent case of poisoning from its internal administration has been instrumental in directing attention to its dangerous properties, and pharmacists should exercise care in dispensing it. According to authorities its affinity for oxygen changes the corpuscles of the blood similarly to the effect produced by phosphorus. Even its external use is not free from danger.

Cera Amylata. Hager, in the Pharcentical Zeitung, describes a new adjuvant to the excipients in making pills, bougies, etc., of the ethereal and other oils, which he calls "cera amylata," and makes as follows: Wax, cut into shavings and desiccated, is rubbed up with well dried starch, the latter being added gradually until equal parts of the ingredients are assembled. This should be done without heat, so far as possible. The resultant material is used in making pills of oils and other substances, which are with difficulty mixed with water, such as extract of male fern, menthol, creosote, etc.

Preparation of Iodoform. Suilliot and Raynaud make iodoform from acetone by taking a solution containing 50 parts potassium iodide, 6 parts acetone, and 2 parts sodium hydroxide in 1 or 2 litres of cold water. Into this they pour, drop by drop, and with constant stirring, a dilute solution of sodium hypochlorite. Iodoform is quickly produced and precipitated. Further additions of the hypochlorite are made until all the acetone or all the iodide has disappeared.

French Chalk.—French chalk has proven itself to be well adapted to the purpose of filtration. This substance, in fine powder, is treated with hydrochloric acid, diluted, stirred for some time, then thoroughly washed with water to remove acid and dried. This resulting, fine, white, dry powder is added to cloudy liquids; the filtration goes on quite rapidly and results in perfectly clarifying the liquid. Instead of this, two filter papers may be folded, placed within a funnel, and a thick mixture of talcum and water poured upon them in such a way that when the water has drained off, a uniform coating of talcum will be deposited on the filters. These latter filters may be used several times for the same filtration. [Dutch Chem. Zeit.

Chloroform may be purified, according to H. Werner ("Arch. Pharm."), by agitating commercial chloroform with water, the addition of absolute alcohol to the required specific gravity and then a little calcium chloride. The liquid poured off the aqueous residue and distilled yields a chloroform complying with all the requirements of the Pharmacopœia.

Menthol Bougies are prepared by Vulpius ("Sudd Apothek. Ztg.") by adding the prescribed quantity of menthol, 2 or 4 per cent., to cacao butter, previously melted and mixed with 3 to 5 per cent. of wax. The fused mass is then sucked up in a glass tube of the prescribed diameter, which has been previously dipped in glycerine. After being filled the tube is placed in cold water and the bougie is forced out by a plunger, which may be a wire or glass rod according to the thickness of the pencil to be removed.

A rival to saccharin is alleged to have been found in methyl-benzoic acid sulphinide, whose sweetening powers are said to be even more intense than those of saccharin. A minute speck two mm long, with a diameter as small as the finest pin, will, it is claimed, make a tumblerful of water so sweet that considerable dilution is necessary before the water is drinkable.

Sweating of the Feet.—The medical department of the Ministry of War has just recommended the application of chromic acid as a cheap, successful, and non-injurious remedy for preventing undue perspiration of the feet. The skin of the feet is painted with a five to ten per cent. solution of chromic acid, the application not needing to be repeated for two or three weeks, and even not for six or eight weeks in some cases. Before the order was issued the remedy was tried on 18,000 soldiers with the best results.

LENDING PRESCRIPTIONS.

The practice of "lending prescriptions is becoming too common," says the Provincial Medical Journal, "one prescription being made to do duty almost for a whole village. Some one consults a physician for rheumatism, the prescription does good, it is copied, and may be sent all over England. This is not the only grievance. The patient takes the prescription to the chemist, and gets it made up as often as she likes, perhaps taking a medicine which is highly injurious too often repeated. We believe this to be a real grievance. Some remedy is required. We should be content with the German system, where a prescription cannot be refilled without the signature of the prescriber." A medical man made the same complaint some time ago, and gave this as his reason for dispensing his own medicines: "Every time my patient comes for medicine," said this gentleman, "I get a fee: but if I give a prescription I may never see him again." This does seem hard upon the prescriber; but is the lending of prescriptions so very common? Chronic complaints form a comparatively small proportion of medical cases, and it is only for such that a prescription is likely to be lent or copied. Chemists generally get any copying to be done that is to do, and experience is that it is by no means common, and is discouraged by the trade.

PETROLEUM SOAP.

At the request of Dr. C. Paul, M. Emery has made a petroleum soap suitable for therapeutic uses. The formula is as follows: Petroleum, 50 parts; white beeswax, 40 parts; alcohol of 90 per cent., 50 parts; hard soap (Savon de Marseille), 100 parts. The petroleum, wax and alcohol are put together into a matrass and heated in a water bath until they melt; the soap is then added. When the mixture becomes homogeneous the matrass is removed and agitated until the contents become of a creamy consistence; it is then poured into moulds. It is not absolutely necessary to use ethylic alcohol, which serves merely to facilitate the reduction of the wax and the soap. The soap thus obtained contains about one-quarter of its weight of petroleum. It is very homogeneous and firm, and emulsifies easily. Parts washed with it do not remain impregnated with petroleum, as is ordinarily the case in preparations of this kind. [Repert de Phar.

W. Stuart Johnston, of King St. West, Toronto, has opened a tasty drug store on Toronto Island.

CHINESE CAMPHOR.

In view of the reported shortage in the supplies of the Japanese gum, it may be interesting to note that the trade in Chinese camphor in Taiwan, Formosa, has appreciably increased during 1888, the value of the exports having nearly trebled and the quantity increased from 281 cwts. in 1887 to 1,144 cwts. in 1888. Taiwan is the chief market for the Chinese gum, the trade, however, being chiefly in the hands of one German firm. The Chinese officials, according to a recent report, have done all in their power to put a stop to the traffic by vexatious interference with those engaged in it. They attempted at first to prevent all foreign share in the trade by declaring it a government monopoly, but all the representatives for the Treaty Powers at Pekin have united in refusing to recognize such a pretension. Nevertheless, repeated seizures of camphor in the hands of foreigners have been made, and the prosecution of the traffic remains up to the present involved in difficulties.—[Oil, Paint and Drug Reporter.

GUAIACOL.

Guaiacol, a colourless, aromatic, highly refractive liquid, is claimed by Sahli to be superior to creosote in phthisis; to have a more agreeable odor, and definite composition. Fraentzel recognizes it as the active part of creosote, but without its inconveniences, and gives it in from four to twelve minim doses, combined with brandy or cod-liver oil, three times a day, for the appetite, pain, and cough or consumption.

INCOMPATIBILITY OF ANTIPYRIN AND SODIUM SALICYLATE.

M. Vigier, in commenting on a recent communication made by M. Proudhomme to the Paris Pharmaceutical Society, states (Bull. Com.) that when antipyrin and sodium salicylate are dispensed in contact with each other in the dry state, they appear to undergo decomposition, whether the crystallized or the amorphous salicylate be used, with the formation of an oily liquid that renders the mass pasty, and may in 24 hours constitute 10 per cent. of the whole. No perceptible alteration takes place, however, in a solution of the two compounds. Although the reaction of sodium salicylate is faintly acid, the pasty product of the salt with antipyrin is alkaline, but a solution of the two compounds remains faintly acid.

DISPENSING APHORISMS.

Read through a prescription rapidly and in a manner suggesting no suspicion of doubt.

Write directions invariably before dispensing.

If a mixture contains readily soluble ingredients never use a mortar.

Avoid effecting solution by heat, for fear of recrystallization.

With syrups and also ingredients not water, arrange in dispensing to rinse out the measure and leave it clean.

A skilled dispenser shows very little traces of his work.

Carefully clean and put away weights and scales after each operation. Hold the scales firmly by the left hand; never lift them high above the counter; and judge of the weight as much by the indicator as by the position of the scale. Select glass pans for scales—preferably of heavy make—and discard flimsy brass material, which corrodes speedily and becomes inaccurate. Learn to judge of the quantity to be weighed with tolerable accuracy; train the eye as well as the hand.

If in doubt, always begin with that of which you have no doubt.

Be rapid in manipulation.

Finish wrapping, tying or sealing quickly.

Slow dispensing is bad dispensing, and arises either from deficient practice or want of knowledge.

Never, when in a shadow of doubt, hesitate to ask advice from a fear of compromising your own dignity.—[Joseph Ince in the Art of Dispensing.

PREPARING FOR EXAMINATION.

A medical authority of considerable experience offers through us the following suggestions to candidates preparing for examination. No one, he says, can expect to pass a competitive test without an efficient knowledge of the subjects upon which he has to be examined, but every one can make an effort to master the work to the best of his abilities. Moreover, it is absolutely essential that plenty of time should be allowed for reading. Let the student concentrate his thoughts upon his books as much as possible while at work, and make a practice of always going to bed before midnight. The habit of reading into the small hours of the night cannot be too strongly discountenanced, as it is apt, often permanently, to enfeeble the system and bring on sleeplessness. Success will, indeed, be dearly purchased, if it be associated with any loss of health or mental vigour. The day before the examination takes place should be entirely devoted to amusement, in order that the candidate may perform the duties required of him with his mind perfectly clear. Those persons who know their work cannot possibly forget it in a day, and a clearhead may make all the difference imaginable. With regard to nervousness, alcoholic stimulants are best avoided because their effect is but momentary. The following mixture, however, has been found most efficacious; its effects are lasting, and for the time being it completely banishes all signs of nervousness:—

Acid. phosphoric dil.	2 drachms.
Strychnine	1 grain.
Water, to make	1 oz

Dose: 1 teaspoonful to be taken in water three times a day for at least three days before, and a double or treble dose to be administered immediately before entering. Each teaspoonful would contain 1-64 grain of strychnine and 15 minims of acid. phosph. dil.

This prescription has been known to satisfactorily "brace up" numerous candidates who would certainly have failed without it, and not only so, but several highly nervous individuals, taking the mixture in the manner directed, have not merely lost all signs of their nervousness, but have even passed difficult musical and other examinations, gaining the highest honours. It would, perhaps, be advisable in some cases to take the medicine under medical advice, although many popular specialties, such as syr. hypophosph. co., and others, contain an approximate amount of strychnine to each dose.—[Chemist and Druggist.

PROSPECTS FOR PHARMACISTS IN BRAZIL.

A German pharmacist settled in Brazil has recently sent to a Continental contemporary some notes on the status and prospects of foreign members of the craft in the South American empire, which convey some interesting information, although they seem to be written in rather too pessimistic a tone to be altogether reliable. According to the writer, pharmaceutical education in Brazil is about as defective as it could be. The Brazilian youth who intends to devote himself to the pharmaceutical profession is not expected to commence by acquiring some practical knowledge of the trade in a chemist's shop, but betakes himself forthwith to one of the Brazilian Universities, Rio de Janeiro, Bahia, or Ouro Preto. There he devotes his first year to the study of physical science, inorganic chemistry, mineralogy and zoology; the second to botany and organic chemistry; and the third to thera-

peutics, toxicology and pharmacy proper, the latter occupying but a very minor place in the curriculum. The examinations also are made easy for the native student. Whenever the latter considers himself sufficiently proficient in one or more subjects, he presents himself for examination in these particular branches. If successful, he turns his attention to the next department, and so on, until all subjects have been passed, though by the time the student gets through his last subject he has generally forgotten all about the preceding ones. There also exists, the German critic informs us, though it seems hardly credible, a regulation by which the examiners are compelled to publicly announce, some time before the examination, the questions which they intend to submit to the candidates, with a result which can easily be imagined. Lectures in practical pharmacy are given at the universities to students who are nearing the end of their term.

The "pharmacist" who has obtained his degree, after piecemeal passing the examinations above described, is required to pass another final and general examination before he is allowed to open a shop on his own account; but the German writer maintains that this final examination is practically a dead letter, so far as natives are concerned, and is enforced only against foreign pharmacists who wish to settle in the empire. There is no national Pharmacopœia in Brazil, the French Codex being generally used, but the law requires all prescriptions to be written in the Portuguese language. The absence of an official tariff for medicines, and the fact that free competition only governs the pharmacists' charges, are naturally shocking to the well-drilled German mind, and the absence of all regulations respecting maximum doses and repetition of prescriptions also come in for a passing sneer. The climatic conditions of the country favour a very large consumption of medicines, and English and French specialties are in great request. The prospects for foreign pharmacists in Brazil the critic describes as wretched, but he forgets to mention that many prominent pharmacists in Brazil—witness Dr. Peckoldt, of Rio-de-Janeiro—are natives of Germany, and that in some of the inland towns of the empire, such as Diamantina, Santos, Porto Alegre, etc., the population is largely, if not principally, German. A knowledge of Portuguese is almost a "sine qua non" for the pharmaceutical emigrant in Brazil. The commencing salary for an assistant is usually between sixty and ninety milreis (£7 to £10) per month. The climate, especially south of Rio-de-Janeiro, is a fairly good one, and rather congenial to Europeans. If the European assistant desires to commence business for himself, he has, of course, to submit to the final Brazilian examination, which for him is not an obsolete form. It includes physics, organic and inorganic chemistry, zoology, botany, pharmacy, therepeutics and toxicology, both oral and in writing, and in the Portuguese language. The medical part of the examination especially is described as a very severe one. The successful candidate is allowed to commence business in any part of the empire, but may only conduct one pharmacy at a time. The hints given by the German pharmacist are interesting, generally, but it appears that he freely indulges in that very common and unamiable fault of his countrymen, sneering at everything foreign when abroad, and disparaging everything German when ill-luck or acquired opulence brings them back to the Fatherland. [Chemist and Druggist.

STAR-ANISE OIL.

A star-anise tree when at its full strength, and in a favourable crop year, bears about 2¼ cwt. of fruit, which yield about four per cent. of essential oil, though it is said that if a less primitive still were employed than that used by the Annamites of Indo-China, this percentage might be sensibly increased. The tree yields a full and a small crop every alternate year. The Annamites distinguish three varieties of oil—white, red-brown and yellow. The first is obtained from green or badly-kept fruit, the second is the usual variety, and the yellow oil is the best; but there is very little of it to be had, as the natives rarely dry the fruit in the sun, that being a slow process and said to decrease the outturn. The natives never use star-anise oil themselves. Until the French occupation of Indo-China the distilling was done exclusively by the Chinese merchants, who bought up the seeds from the natives and paid a tax to the Annamite Government for use of the stills, but since the French conquest the natives do all the distilling, hiring the stills from the Chinese. In 1887 the monopoly of purchasing star-anise oil from the natives during the seasons 1887 and 1888 was let by contract for the first time for the sum of 26,050 francs—a little more than £1,000. The four principal distilling centres are Ha-Lung, Lang-Son, Ky-Lua and Dong-Dong—names which have become familiar of late as the scenes of several battles fought by the Annamites against the French. In the village of Ha-Lung alone there are twelve stills, and about sixty stills altogether in the district. The contractor has the right to levy a tax of four francs on every picul of seed sold to any one else, but, as a matter of fact, he is now practically the only wholesale dealer in the market. In 1887 about fifty tons of oil were sold to him, for which he paid a average price of about 7·20 francs per kilo., or, say, 3s. 4d. per lb. for the oil. The cost of carrying the oil from Lang-Son, the central market, to Hanoi, the shipping port, is about 4½d. per lb., and it is believed that to the Hanoi importers and the Havre merchants engaged in the article there has been a profit on this trade (taking the average price of the two seasons) of about £10,000, or fully thirty per cent. of the entire amount. It is thought that the lease of the oil-farming rights for the season 1889 will give rise to considerable competition, and that a much higher price will be paid for it than on the previous occasion, the more so as since then large tracts of land where the star-anise tree is grown, and which formerly were altogether outside the French jurisdiction, have been occupied by the French troops. The oil and the seed from those districts came formerly into commerce by way of China, but will now pass through the French port of Hanoi. Outside the French dominions in Tonquin the star-anise tree is said to be very scarce, and the territory at present in the hands of the French will, they believe, give them a virtual monopoly of the trade. For about fifteen years the French have been trying, at great cost, to acclimatise the trees in their African colonies on the Senegal, but without result. If we may rely upon the figures given above, the production of oil of star-anise in 1887 in French Indo-China alone equalled about 112,000 lbs., against an annual production of 94,000 lbs. of oil of Pimpinella anisum, according to Messrs. Schimmel & Co.'s calculation. [Brit. Chem. and Drug.

MINERAL WATERS.

For five centuries the famous mineral waters of Carlsbad in Bohemia have been known to the medical profession, and instead of being gradually lost sight of, have steadily gained ground. The waters, which issue from fifteen different springs, have all the same composition. For many years the waters were only used externally, but at present a cure at Carlstad chiefly consists in their internal use.

The effect of the waters and of the Sprudel Salz Powder, which are correspondingly alike, may be said to be that of a stimulating alterative on the stomach and bowels, also acting as a sedative to the gastric nerves; in fact, wherever an alkaline mineral water is indicated, as in dyspepsia, jaundice, and chronic constipation, or where inflammatory deposits,

especially in the fibrous tissues, are to be removed, these waters are particularly valuable.

The renowned Hungarian natural mineral water, Æsculap, from the spring of that name, in Buda Pesth, is particularly recommended in congestion and inflammation of the bowels, as a laxative in early stages of fever, and in female disorders. We refer our readers to the advertisement of the Davies & Lawrence Co., Limited, of Montreal, in this issue, who are agents for the Dominion.

The manufacture of quinine in India is on the increase, but its sale to the general public by Government will probably never to any extent compete with importations. "The Government cinchona plantations interfere greatly with private enterprise." So says the Madras Chamber of Commerce, who memorialized Government on the subject. The Government reply is to the effect that until the experiment of producing a febrifuge which will be effective, as well as so cheap as to be within the means of the poor, has had a full trial, the question of selling or reducing the Government cinchona plantations cannot be entertained. The only assurance that Government can give is that they will not be extended. If the Government of Madras will not extend its plantations, we may rest assured that its quinine manufacture will never be on a very extensive scale.—[Chemist and Druggist.

We had a chat the other day with some of the druggists in Quebec. W. B. Rogers, who succeeded to Roderick McLeod's business last year, appeared to be in good spirits. Never did man more deservedly earn promotion than Mr. Rogers, who for twenty years faithfully dispensed at The Hall.

For good value, reliable results, and genuine satisfaction, both to the seller and consumer, we can commend Diamond Dyes. Alive to the interests of the retail trade, Wells, Richardson & Co. have thoroughly advertised their goods in all quarters, and the increasing demand caused by their judicious advertising, as well as by the reliability of the Dyes, means to the druggist that not to have a full stock on hand causes a loss of trade, while to have them in full supply you can have no dead stock. In their new and commodious premises on McCord Street, Montreal, their facilities are such as to better meet the requirements of their extensive business. Wells, Richardson & Co. are also proprietors of Lactated Food and Celery Compound, both large sellers. Straightforward dealing, liberal business management, and good goods seem to be characteristic of this firm.

PRESENT CONDITION OF PHARMACY IN ENGLAND.

The following is an abstract of a paper, read at a meeting of the Sheffield, (England) Pharmaceutical and Chemical Society recently by Mr. G. A. Grierson.

"Any one who mixes in the society of pharmacists, especially retail pharmacists of the present day, cannot help noticing in their conversation a general tendency to pessimism when trade matters are referred to. The old men speak in glowing terms of the ease with which money could be made when they commenced business, and deplore the radicalism which has led to such a disordered state of things. The young men unite in wishing that they had lived in that golden age, so much dilated on by their seniors, but here, their unanimity of opinion ceases.

Ask any pharmacist who has begun at the beginning and worked up a large trade in a special article how he did it. He will tell you a story of alternate hope and despair, of small matters of detail leading to great annoyance; of times when to speak of patience seemed a mockery, when all his science and ingenuity came to nought; of a long and winding path which at times appeared to lead nowhere, but whose tendency was always upward, although not always perceptibly so, and which like the winding mountain track ultimately came out at the top, where the whole atmosphere was clearer, and where the enjoyment was rendered all the more keen by the remembrance of the struggles and disappointments through which it was reached.

It cannot be gainsaid that the Pharmacy Act fails to give to qualified chemists and druggists the monopoly which they think they have a right to expect. There can also be little doubt that legislation of a more restrictive character is at the present or any future time impossible, so strong is the influence of free trade canons. Help not being forthcoming from without, then in what direction must the struggling pharmacist look for salvation?

The only practical answer to this question is to be found in the pharmacist himself; he must discard once and for all the staff of state protection, must draw upon the resources with which experience has furnished him, must convert all the science he ever learnt into art, and must elaborate that art with a fund of skill which can only be born of patient work, strict attention to detail, and accurate observation.

Something like ten years since there were many retail pharmacists in this country, the bulk of whose income was derived from the sale of patent medicines and proprietary articles not made by themselves. About that time, however, grocers, drapers and general dealers began to see that there was something in the trade, not only because it carried with it a fair profit attached to a minimum of labor, but also because certain of the articles, being largely advertised, would attract customers, who, being notoriously conservative in their shopping habits, would probably get into the way of buying their other goods where they could get their patents cheap. Pharmacists at this time laughed to scorn the idea of their trading brethren being able to beat them on the ground they had been masters of so long; they went on selling at the old prices. Their sales at first gradually, but afterwards more quickly decreased, until ultimately they awoke to the fact that their trade was fast leaving them, and that the public respect for the profession could not be worked up to paying 1s. 1½d. to it for an article which could be obtained from the grocers for 10½d. In some towns, when this stage had been reached, the men whose preserves had been so rudely and yet so successfully invaded put their heads together and resolved to "drop prices." Too late however! the public had found themselves well served by their new caterers; the stores had time to get their new trade thoroughly organized, could buy in such quantity as to obtain extra discount and could therefore give their customers the benefit, so effectually preventing their return to their old providers.

But the evil did not stop here. The stores, inebriated with the success of their first effort, and encouraged by the unbusinesslike qualities shown by their pharmaceutical competitors, thought they might safely launch some capital in the general drug line. So things have progressed until we now have, with the exception of a few poisons, a promiscuous trade in drugs and things pharmaceutical, from "headache pills" and "colic drops" to saccharin and cocaine. It may seem uncharitable to make a noise over what cannot be undone, but I think there is no resisting the conclusion that had pharmacists been alive to their interests when grocers first took up patents, they would at once have dropped their prices, prevented their would be opponents from gaining a footing, and so kept out the thin end of a wedge which now bids fair to rend in pieces the whole retail drug trade.

That none but the capitalist can afford to sell at a gross profit of 10 per cent. is certain. For this reason many pharmacists have entirely given up the patent medicine trade, while others retain the old prices, not caring whether they lose or keep their customers.

Now in the light of the last ten years, this must appear to all who have given the subject a thought a very short sighted policy, and one which in its results can prove nothing but disastrous.

Letting your customers go elsewhere for the articles they see puffed up in the public prints; and which, therefore, they must have (if only to try) is exposing them to temptation which may, and will, result in the crippling of what you consider the most legitimate part of your business.

At the present time the pharmacist's stronghold lies among what may be called

pharmaceutical products. His education and his special training combine to make him the right man to sell drugs, which are always liable to variation, and on whose potency may depend a life; or, preparations, whose activity may convert a life of misery and suffering, into one of happiness and content.

But if he would keep this, the more legitimate and certainly more noble branch of his calling, in his own hands, he must be consistent in his conduct of it. He must be able to guarantee the genuineness of every article he sells, not only from having examined it when put in stock, or made it to the best of his lights, but also from having watched carefully that it did not deteriorate in keeping. I have known cases where pharmacists utterly failed to perform such a simple operation as poison a dog, for no other reason than that his prussic acid had been kept too long. It is well known that prussic acid has an almost specific action on certain forms of acute dyspepsia; now what would be the effect of such an acid when used in such a case? Probably the patient finding no relief from it, the physician would discard it as valueless, and in his practice at least a powerful means of relieving suffering would be utterly lost.

I do not hold for one moment that the man who has devoted considerable time and energy to the investigation of a subject which may have resulted, say, in the perfecting of a pharmaceutical preparation, is bound to scatter broadcast the knowledge so obtained; our present study is the scientific man of business, not the scientist.

If a scientist is supported by some institution or corporation for the purpose of adding to the general knowledge, it becomes his duty when he makes a discovery to give his employers and through them, the world, the benefit of his discovery.

In the case of the man of business there exists no such compulsion; if he makes some discovery which he sees is likely to improve his business position, he has quite a right to keep that discovery to himself. There is a tendency in certain quarters to decry the application of scientific investigation to the furtherance of individual advancement; such a cry is opposed to both logic and common sense.

If a man employs himself or any other individual to investigate any subject, he has the same right to the result of that investigation that a corporation, or institution, or the world, have to the discoveries of the individuals that they employ.

And this, I think, is the direction in which the pharmacist of to-day should never cease to work. By perfecting himself in the making and testing of routine preparations, by applying his science and training in the investigation of new fields, by using the results of his investigations in improving his business position, and by employing strictly business canons in finding markets and fixing prices for his goods, he will find that he can not only hold his own against his less skilfully armed competitors, but can actually see his way to a fair share of the world's luxuries.

The first thing to do in building up a trade is to conduct it with such energy and skill as to command the respect of those for whom you cater. All labour is honorable, and whether it take the form of relieving human suffering, of trading in chemical and photographic apparatus, of selling oils and paints, or putting up telephones, it is nothing for which a man need sacrifice his self-respect, so long as he does it well.

To sum up, the pharmacist of the present, if he would retain his individuality in the future, must discard all state props and trust more in himself.

He must sell all articles, the sale of which requires no special qualification, at prices which they will fetch.

He must perfect his scientific and technical training, so that he may consistently call himself a pharmacist with the certainty of commanding respect and hence success

And if he combine with these the business tact and knowledge which can see and find means to supply the wants of a district, he will never have any reason to regret the fact that the economists who are at the head of British politics decline to recognize his greater right to protection than his fellow traders.—[N. E. Druggist.

ROTATION IN OFFICE.

College of Pharmacy difficulties seem to be on the increase, and unless some active measures are taken to secure rotation in office, we will be likely to have much more friction and trouble in all kinds of pharmaceutical organizations. Nothing has so depressing an effect with a tendency to thoroughly kill all interest and enterprise, as for the same persons to continue to hold offices of honour for a number of years. While there may be risks in putting new and untried men in prominent positions, and it is possible that such measures might occasionally fail to prove as satisfactory in every way as keeping the old veterans in in office, yet upon the whole, the advantages of rotation are on the average greatly in excess and much more important than the apparent disadvantages.

In every "pharmaceutical society in the land" 95 per cent. of the members are more or less dissatisfied on account of the above condition of affairs, and the disaffection seems to be on the increase. It is perfectly proper and right that such feeling should exist, and if it is not allowed to have a little encouragement in the way of rotation in office once in a while, the growth and usefulness of these societies will be seriously impaired. Keeping the same men continuously in office has probably done more than everything else combined to prevent harmony and useful action in our pharmaceutical societies, and it is of the greatest importance that it should be promptly remedied and such action taken at once as to prevent its recurrence in the future. Without it we can never expect to get that harmony and united action so necessary to secure all the benefits of co-operation, that are now so so much needed by druggists all over the country.—[Druggists' Circular.

DRUG MARKET REVIEW.

June 29, 1889.

An average business with but few changes in prices marks the condition of trade this month. Heavy rainfalls in Ontario and Quebec, with consequent lighter trade with the farming community, has told somewhat on the retail trade. Manitoba and the North-West, on the contrary, have been experiencing a season of protracted dry weather. Reports from all parts of the Dominion, however, point to an excellent harvest and good fall and winter trade. In drugs the tendency in many articles is upward. Opium is firm and thought likely to go still higher. Morphine, in sympathy with the parent drug, has advanced. Camphor is firm at prices quoted, and insect powder shows no change. Iodide potassium and iodine are firm. Quinine still remains at low figures and no speculative demand. Balsam copaiba has advanced and stocks are light in foreign markets. New arrivals of cascara segrada have somewhat lowered the price of this root.

J. E. Burke, with his genial assistant, Mr. Veldon, father of the St. Joseph street druggist, are getting pretty old hands at the work now, though they seem just as lively at it as they were twenty years ago. Mr. Burke's son has lately been taken into the business after an apprenticeship of some years in Montreal. We are great believers in young blood, and we must congratulate Mr. Burke in this his latest trade accession.

Mr. La Roche's store, opposite the post office, is very handsomely fitted up, and, as all drug stores should be, it is neat in every particular. To one accustomed, at this season of the year, to see half the floor covered with seed bags, it seems funny to notice their conspicuous absence; but Mr. LaRoche's explanation of how the seed trade was taken entirely out of his hands, partly by the removal of the market, and partly by the present hawking system in vogue among the farmers, was but another example of how tradesmen have to adopt their wares to their surroundings.

Caution to the Trade.—We hereby caution all persons interested, against purchasing, selling or trading in any preparation or preparations, imitating or counterfeiting any of our medicines. We have evidence that such articles are now on the market, and therefore warn every person concerned to desist at once from uttering or vending same, as we intend to protect our rights to the full extent of the law. T. Milburn & Co., Toronto, Ont.

DISHONESTY AMONG EMPLOYEES.

Dishonesty in high places has furnished the text for many a sermon. People hear so much of prominent men who have gone wrong that they are tempted to believe that there is more crooked dealing among the wealthy and well to do than among those who occupy a humbler position in life. The real state of the case, however, is this : When a bank president or a prominent business man makes off with his thousands the circumstance naturally attracts a great deal of attention and is widely discussed ; but when some miserable underling is detected in the act of helping himself to the contents of the till few beyond those immediately interested ever hear of it. Undoubtedly there is a great deal of petty thieving which is never found out going on in retail stores. The employer is robbed in some unsuspected but systematic manner, so that he is not even made aware of his loss. Sometimes the drain upon his purse is accomplished by the regular abstraction of small sums in cash, but more often the goods in which he deals are smuggled out of the shop without his knowledge. A number of instances of the latter kind which have recently been discovered and made public would seem to make a few words upon the subject of dishonesty among employees especially appropriate.

The larger the store the better the opportunity for crooked dealing. The constant confusion, the number of transactions taking place at one and the same time, the difficulty of keeping a strict watch, all enhance the temptation to break that commandment which says "Thou shalt not steal." One of the cases of systematic dishonesty just referred to was in a large dry goods establishment, where an immense variety of goods are sold under the same roof. Like all similar circumstances, it had its origin in a small way. A single sales-girl appropriated for her own use a comparatively insignificant article of wearing apparel. An arrangement was made with a friend having charge of another counter, by which these two should exchange the various articles under their supervision. The system seemed practical, and the chain was gradually extended among the other employees, so that finally any one of the girls within the circle, by supplying to her confederates a certain class of goods, could obtain in return enough to almost clothe her from head to foot. Although this syndicate arrangement was operated on a large scale, the girls were not detected for a long time, and even then the final expose occurred through an accident.

In another instance a shipping clerk was in the custom of supplying to certain customers first class goods at third class rates, and then, by a previous understanding, dividing with them the gains thus made. Thefts of cash in retail stores vary according to the system employed of recording cash sales. In large stores, if the salesman is dishonest, no returns are made to the cashier, or false entries are made which leave the salesman a neat margin of profit. Thus it is readily seen that the ways in which an employer may be robbed are almost innumerable.

Now what are the methods by which an employer may protect himself? It depends, of course, wholly on the kind of business and the style of conducting it. Many of the big banking institutions have adopted a system which goes to the root of the matter, but which, by its very nature, is unsuited to any but those establishments handling large sums of money. A private detective is regularly hired by the bank, who makes it his special work to find out about the habits of the various employees out of business hours. Unknown to them the detective follows them about, finds out where they spend their evenings, whether or not they are leading a fast life, and if they are spending more money than their respective incomes would seem to justify. He will thus keep track of a certain man for a week, or a few days, and if all is found well report is accordingly made to the president of the bank and similar tactics are begun with regard to some other employee.

But if, on the other hand, the watched man is found to have irregular habits, his accounts are carefully examined and every detail looked into. Ten chances to one, it will be found that the man who is spending the money right and left and leading a fast life generally is a systematic thief. It is a sound principle which underlies this method of discovering a defrauder ; for no man is going to take money which does not belong to him unless he has some immediate way of expending it. The modern thief does not hoard up in savings banks. It is pre-eminently his spendthrift habits which lead him to steal. Incidentally, all of the employees of the bank, no matter how reliable they may be considered, are successively watched by the detective. It may be an unpleasant precaution, but where thousands upon thousands of dollars come into the question, experience has shown it to be necessary. For smaller establishments similar precautions on a smaller scale would doubtless be the means of stopping many a small leak. In France all banks keep on file a photograph of each person connected with the institution.

The curious thing about the prevailing dishonesty among employees is that a man cannot be persuaded to believe the existence of such a thing in his own particular case until he is confronted with positive proof. Then he blames himself for his negligence and wonders how he could have been so blind.

The patent check machines which have largely come into vogue have done much to stop this monkeying with the receipts. There are a variety of these machines on the market, but they all look toward the same result. By keeping record of every sale as it transpires theft is rendered well nigh impossible. The cashier is bound to make his or quite as frequently her accounts tally with the total shown by the machine. If there is a shortage anywhere someone has got to make it up.

In this connection it may be well to mention the fact that many employers do themselves, as well as the public at large, an injustice by trying to shield a guilty clerk. If the offender happens to be a young man, his father will sometimes approach the employer and plead with irresistible eloquence that his son may not be disgraced ; and thus it often occurs that a worthless criminal, in the eyes of the law, is given "another chance." Occasionally a reform is thus effected, while in other cases the lesson soon fades out of mind. To know just what course to pursue under such circumstances indeed requires careful judgment, and no invariable rule can be laid down.

A case in point suggests itself. A young man of poor but honest parentage held a position of responsibility in the office of a well-known telegraph company. It was at the time of the great strike in New York, and the worst type of anarchy seemed imminent. Seized by some sudden impulse or mania which he was never able to fully explain to his most intimate friends, B—— appropriated a considerable sum of money and set off for Philadelphia. He was soon caught and taken back to New York, where full restitution was made. He was not prosecuted, but with that terrible record behind him it would be almost impossible for him to obtain employment elsewhere. Several wealthy ladies interested themselves in his case, and pleaded with the manager to give the culprit another trial. After a tremendous amount of arguing they succeeded in gaining their point, and his career ever since has been most exemplary. To have refused to take the lad back would inevitably have started him upon the down hill road, and instead of occupying a position of trust to-day, he might be paying the penalty for some more serious crime in State's prison. Humanity and justice sometimes lie so closely together that to draw the line between seems a task almost beyond human power.—[The Stationer.

A POPULAR FALLACY.

It is sometimes asked why, when two brands of the same class of goods are selling from the same counter, one marked double the price of the other, the more expensive grade finds a readier sale. Why doesn't everybody buy the cheaper grade? The natural answer to this is that the costlier is worth just so much more than its cheaper rival. Better materials or ingredients are used in its manufacture. People buy it because it will last just so much longer, or because it

will render so much better service while it does last. This, then, is the theory. Because it costs more it is the better article.

But is this conclusion true?

Not by any means. Cost is not the only criterion to go by in judging of qualities. It is only fair to admit that the great majority of cheap articles are inferior to those selling at a higher price, but it is not always so. The manufacturers in many lines are smart enough to know that the public is not a good judge of quality. They argue that by tacking on a fancy price to their goods they will capture the better class of trade, and if their sales are somewhat smaller than they would otherwise be, the increased margin of profit more than equalizes matters. The trade have succeeded in educating the public up to the idea that buying an inferior grade of goods, simply because it is cheap, is false economy, and so, when the public rushes to the opposite extreme, the manufacturers are shrewd enough to take advantage of the tendency.

In conversation with a professional tea taster connected with a large tea importing house, he gave some inside facts which go to illustrate the saying that there are tricks in all trades. It is the custom with many grocers, he said, to obtain from the same box the different (?) grades of tea which are sold at varying prices under various names. It is an old theory with P. T. Barnum that the public likes to be deceived, and the manufacturer or the retailer not unfrequently succeeds in turning this faculty to practical account.

To be a judge of quality in lines varying so widely in nature as those comprised within the stationery and fancy goods trades requires a more extensive experience and intimate knowledge of manufacturing processes than it is given to the average layman to acquire. And in the course of events it may transpire that the stationer who thinks he knows it all is not nearly so well posted as he imagines himself to be. The writer has heard a prominent manufacturer boast of the fact that very few of his customers were capable of judging of those fine points which constitute quality and regulate the price of an article.—Stationer.

MARKING GOODS.

An important thing to be considered in storekeeping is the putting of neat and legible price marks upon goods. Many vexatious mistakes are made by clerks and salesmen owing to careless and improper marking. A recent commercial writer says: "Having considered every circumstance which ought to influence him in marking goods, the salesman should make his prices and then adhere to them. A rumour that a house has two or more prices, according to the customer who is buying, will spread rapidly and soon create a distrust very hurtful to its business. It is unfair, undignified, and downright dishonest to make different prices to different customers, other things being equal, such as quantity, time, etc. Uniform dealing, one-price houses command a respect and confidence among customers which sliding-scale dealers never enjoy."—[Grocers' Criterion.

LOOKING FORWARD.

In a recent short and pleasing story by an English writer of note there is introduced to the reader the case of a young German who has left his home with the determination to study and acquire English business methods. He arrives in London, articles himself to an influential and established commercial house at a remuneration so small that it would be possible for no one but a German to convert pound, shilling and pence into proportionate parts of maintenance with a positive margin for a rainy day. He acquires proficiency in a majority of the continental languages, thus of value to distant correspondents of his employers. During all this time, while closely attentive to his duties, he possesses himself of methods and information which shall some day stand to him as so many pounds sterling. To make a long story short, there is that in his language, when explaining his position to a friend of his, which has furnished the theme for our sketch. It is this: "Do you think that I shall be content to remain here as a clerk?"

Whatever was the future success of the young German, we are not further informed. Suffice it that we have his comment, and that it may assist us to so improve opportunities and stimulate activity as to enhance our present condition and make us worthy and successful in all the serious and responsible business of life we may be called upon to engage in. We presume there is not one clerk among all the grocers' establishments which the American Grocer reaches who is not desirous of improving his condition, of looking forward to the time when he shall have worthily succeeded to his employer's holding or have launched out as a youthful competitor. If there is such a one, we beg to say to him, in all kindness, that a grocer's life is not for him, that the rank and file of his fellow-employees will not regard him as a worthy addition, that he will be a hindrance to them and a source of dissatisfaction to his employers, that the duties of a grocer's assistant call for continued activity, of keen watchfulness as to detail, for more than ordinary intelligence, for gentlemanly and courteous bearing towards superiors, inferiors and equals; in short, to endeavour towards such perfection that his employer might be heard to say of him: "I don't see how I could dispense with that young man's services," or words of similar import.

We will take the requisite of intelligence alone from the number we have mentioned above as illustrative of one of the means to beget confidence and secure the regard of the customer. Questions such as these, for instance, are asked: "Why are Vostizza currants superior? Where is tapioca found, and how is it prepared for market? What are the merits of Assam tea, and where is Assam? Why is the Mocha coffee berry so unsightly?" When the customer comes to you for information of this order, are you prepared to offer him an intelligent answer? When an order is sent in for some French peas, you send him a tin of Champignons or Haricots zeits. Madame, who is a good customer, is much displeased with the error; she wished them for dinner. The grocer or his assistant is profuse in his apologies, the delivery boy is posted in great haste, if possible to remedy the matters. Has it happened before? No doubt of it. Well, how can it be avoided in the future? Does someone suggest that the easiest way out of the woods will be to place the peas in one part of the store and the mushrooms in another?

The writer, in conclusion, begs to suggest that the grocers' assistants of this country can in no way advance their own interests in every sense of the word and arrive at a conscious satisfaction which will not appear in the weekly stipend, better than by following the advice of an inspired writer: "Whatsoever thy hand findeth to do, do it with all thy might."

E. H. RENBREIT.

THE MODERN STORE.

It will be a long time before the little local stores find out the advantage of being just, and a little more than just; but, as fast as they do, they will cease to be little and local. The invention grew out of certain embarrassments met in extended business. A little shopkeeper needs no system at all. When a customer comes, he can adapt himself; he can always sell, if he has what is wanted, or something near it. A large store has its disadvantages. Selling has to be done by hired men and women, not by the merchant, not even under his eye or immediate direction. How? The answer to that short question, whatever the answer is, is the system. There has to be a system.

One item of it now more or less established is to have an invariable price on everything, and mark it in plain figures. Another is the privilege of returning unsatisfactory articles, which, if well managed, is an excellent one; indeed it is indispensable, whether you like it or not. (The proof—you allow it and grumble.) Another is guaranteeing more or less, a delicate business. Another is gauging the pay of your sellers; if you pay by amount of sales, that is one system; if you pay by efficiency and acceptability, that is another system; if you pay by premiums—you dare not let it be known—that is still another. However you pay is your system.

Every one of these items that go to make up the system by which a large store is constrained, has its advantages. Because of these and other disadvantages growing out

of doing business at second hand, the little local shopman beats the great merchant whenever he can catch his customer.

There is the little man's difficulty. He can't catch customers. He can provide for the little pin-and-needle wants, and sell to ignorant people who never write letters or know what is going on in the world beyond their neighbourhood. The local merchant is necessary. Fortunately he is so shortsighted he will stay little and local. He is welcome to his emergency business. You are not afraid of him. What you want is a scheme that will give you the upper hand of other large and far-reaching stores. That is the new invention. You have got to understand your region; have taste and judgment and knowledge of goods; you must have what is wanted and get it cheap you've got to sell cheap, and you can't be losing money all the time. The other great merchants do all this. What more can you do to beat them? This more, with the rest, is what I mean by the modern store.

Merchants are apt to think of people outside that, being careful of money and eager for goods, they will come and buy if only prices seem to be low. This narrow view of the working people's minds is the cause of most of the faults of merchants. They are judges of goods, and people are not; and this superiority is continually in their minds. They get the habit of looking down on their customers. Then they make extravagant statements about their goods and prices as if there were no danger of getting caught at it. "Others exaggerate; why shouldn't I? If I don't, they'll beat me." By-and-by he wakes up to the fact that nobody takes him seriously. His advertisements have no effect, and his trade depends largely on the goodwill of his sellers. What is that but admitting that his customers value the statements made to them over the counter, face to face, by his sellers, more than his own statements not made face to face?

No matter what you are, the question is, What are you going to be? The first question to settle is as to telling the truth. Have you made up your mind to put into every part of your business the truth and nothing but the truth? And then, so far from the merchant being superior to his customers, he is probably midway among them; but, taking them all together, they have the advantage of him; and that is the way he has to take them, all together. If he makes a hundred misses, one detects one, another another. He gets the benefit of them all; his general standing depends on the hits and misses he makes. His business calls for the continual exercise of taste, judgment, knowledge, wisdom and common sense. Whenever he shows himself lacking in any of them he lowers his mercantile standing. He cannot afford to be ignorant, vulgar, coarse or selfish. The other question to settle is as to being civilized. Have you made up your mind to be as much of a man as you are capable of?

It is useless to put on airs and pretend. A merchant's contact with people through his business is too familiar; disguise is impossible. What I mean by the modern store is a store in which the moral law is supreme, and the law of good taste almost supreme, and the law of justice superfluous. Put your customers' interest before your own, and manage your sellers so that they will do the same, then print your store news. That is the modern store; and the merchant who sets it up will control the intelligent trade of his region; his region will grow, and he will grow. From "A Text Book for Merchants, Salesmen, Etc.," by Mr. J. E. Powers.

MAKE YOUR BUSINESS A SPECIALTY.

We lately heard the remark from a merchant of large experience in directing an extensive business: "I am more than ever convinced that if you want anything well done you must entrust it to some one who has made that thing a specialty and been successful in it." There is a great deal of wisdom in this observation. It is often said that if a person wishes anything well done he must himself take hold of it, but this does not provide against failure from inexperience or want of the requisite qualifications. A great many lamentable mistakes occur from persons venturing upon undertakings for which they are not qualified, and often work is badly done and proves a failure because those entrusted with it have not been selected with reference to their special fitness.

It is a natural characteristic with us, that of deeming ourselves competent for anything and everything we choose to take in hand. There is an impatience of the slow methods by which in former days trades and professions were learned, and men like to "take hold" and trust to their quickness and adaptiveness to help them through. But, after all, whatever is worth having must be bought at a fair price, and unless the necessary qualifications are natural rather than acquired, a man will have to go through a long course of painstaking before he is proficient; otherwise his knowledge will be of very little value from its very commonness.

The remark we have quoted is full of practical suggestiveness to every man who engages in any business. The men who really accomplish anything are those who understand what they undertake, and who have given to it sufficient time and study to make it a specialty. If we take the most noted brands of goods put upon the market we shall find that the packers are men who have spent a considerable portion of their lives in perfecting the articles they produce, and have worked hard to secure the reputation they enjoy.

In the same way those who have built up an extensive business of any kind have done so not by accident, but by patient study and hard work, extending over many years. It is true that men of this stamp are the only ones who can safely be intrusted with transactions for others, they are the only men who can accomplish any solid success for themselves. It is perfectly reasonable that this should be so. To manage a business with success requires so many qualifications, so much experience, and such an amount of attention that men who are ill qualified court failure. A man who has the conduct of a store has so many questions to meet at every moment, and must be well posted in so great a variety of subjects, that unless he is the right man in the right place he must needs be losing money directly or indirectly at every turn; and he cannot hope to succeed, especially as in most cases he has competitors who manage their business more intelligently. We say advisedly that the chances are against an ill qualified person, unless, indeed, he is a beginner, who, like some of our readers, beginning with no knowledge, has studied and learned his business from the start in which case he belongs to the hopeful and not to the hopeless class. We cannot give our young readers better advice than they should profit by every opportunity of gaining a complete mastery of the details of the trade on which they are entering, for thereby they will enter the ranks of the only class of men who can look forward with any confidence to success, viz., those who understand practically and thoroughly whatever they undertake.

The experience of the authority we have quoted points to a folly of a man's dabbling in any business that he does not understand; and yet there are many who think they can embark in certain enterprises in which they have had no experience with the same chances of success as old and experienced practitioners. This applies more especially to the class of speculative enterprises against which we have a great many times warned our readers. The safest occupation in which to make money is that which a man thoroughly understands, and if he is unable to make satisfactory progress in a business he knows, it is very unlikely that he will do better in one to which he is a stranger.

It is also of importance to exercise discrimination and see that those intrusted with any duty are fitted to perform it. The head of any house of considerable size is compelled to make a study of the peculiar qualifications of his assistants, and to intrust to each that share of duty which they are best fitted to perform. Unquestionably while individual success depends largely on the experience and mastery shown in the business, the prosperity of large organizations is also largely dependent on the judicious assignment of certain duties to certain persons who have proved themselves the best able to perform them.—[American Grocer.

THE HAPPY MEDIUM.

There are three classes of buyers in trade one who buys too much, one too little, and the other who draws the line between the two, and strikes the happy medium. The first, as a rule, is always burdened with too much stock. Seasons come and go and his shelves are always filled with goods out of fashion and out of season. As a rule, he is always short of money, behind with his bills, simply because he buys too much.

The merchant who buys too little or too small a stock lacks knowledge of his trade, and loses custom by not keeping a sufficient supply on hand to meet the current wants of his customers. Over-cautiousness in this direction is almost as bad as over-buying. It often gives his competitors the means of supplying his regular customers. The good merchant will note what lines sell best, and consult with his clerks, or those at the head of the departments of his establishment.

We often hear customers say, "We would like to buy of Mr. So-and-So, but he buys such a small quantity of an article that there is no opportunity for selection, so we go elsewhere. Indeed, he is very careful about ordering goods." This class of merchants never build up nor do a large trade. They, as a rule, do a small business. Their over-cautiousness and lack of knowledge of the real wants of the trade of their sections prevent them from increasing sales.

The merchant who knows what to buy and how much to buy is the progressive and successful one. He studies his trade, comes to market often, never overloads, and gets as near a cash basis as possible. When bargains are presented to him he is quick to see the real one and to act accordingly. He buys for customers whose tastes he understands, and is regarded by his patrons, as well as by the jobbers, as the bright, keen merchant who keeps abreast of the times. He is in good credit and is a success in his line of trade.

WHAT IS HE WORTH?

This is a question so often propounded that we pass it by, scarcely stopping to consider whether or not the answer given it is a proper one. But when we stop to think of it the question affords a broad field for speculation in almost any particular case. What is a man worth? For example, a bookkeeper receiving a salary of $2,000 a year. Considering the inquiry in a purely financial view, we calculate that it requires $50,000 bearing 4 per cent. interest to yield $2,000 a year. If a man is worth the price he commands—and men who receive salaries are more apt to be undervalued than overvalued—the bookkeeper is equal, financially, to the capitalist who has $50,000 which he loans out at 4 per cent., and lives on his income. But some men get much larger salaries. Ten thousand dollars per annum is not an unusual salary in some branches of business for managers of institutions or large industries, and that is equivalent to a capital of from $200,000 to $250,000 drawing 5 per cent. in one case and 4 per cent. in the other. Let the man who receives only a thousand dollars a year pause to consider, before moaning over his hard lot, that he commands an income on $20,000 or perhaps $25,000.

If he persists in considering his situation in life an unfortunate one, let him imagine a reversed condition of circumstances. Let him ask if he would choose to be placed in the condition of some acquaintance whom he may know, and who, having $25,000 at command, is deficient of ability to secure or fill a lucrative position and one commanding honour and respect. Is it not probable that the annoyances likely to be caused over a safe and prudent investment for the capital, with the chances of loss staring the investor in the face, would fully equal such as are ordinarily encountered by those in responsible positions- liability to dismissal, or loss of place through sickness or other causes? – [The Office.

OFFICE SALESMEN.

A writer in a recent issue of The Office, discussing the treatment of customers who call on the home concern, as contrasted with the treatment of those who are regularly visited by the travelling salesmen of the house, presents the following:

"It has seemed to me, for some time past, that the matter of office salesmen in business houses is, in a great measure, a neglected subject. A merchant will use his utmost endeavors to secure the services of gilt-edged roadmen, and, having obtained his traveller, after much time, labor and skilful manœuvering, he will sit quietly in his chair expecting the man on the road to bring in the business. Such management puts the office in the position of a clearing-house, not of a live, active factor in the business transacted. Is this a proper way to conduct any business office? Frequently I have had occasion to enter large establishments where, on opening the door, a wilderness of goods greeted me, but no human face. Sometimes I have gone a distance of from 100 to 200 feet into a large city warehouse, and finally run against the office partition at the lower end, where a hard-worked bookkeeper, trying to find his balance, glared at me through the cashier's pigeon-hole, and in crusty tones asked, "What do you want?" That this is not an unusual case, nor an overdrawn picture, any man who has had occasion to enter large wholesale houses in New York and other cities can testify.

There are, however, some brilliant and shining exceptions to the rule. Of one case, a wholesale house in New York, I can speak from pleasant experience. At the head of the entrance stairs sits one of the partners of the concern. It is, of course, impossible for him to see every man who comes in, but every man who does come in is met at the top of the stairs by a clerk of pleasing address, who inquires his business. He is then referred to some salesman, who is instantly at his service. Should the visitor happen to be a large buyer in this particular line of goods, he is referred at once to the salesman partner already mentioned. This man was given an interest in the house, originally, on account of the immense amount of goods he could dispose of on the road. But does the ex-road salesman and present partner greet the visitor who has come in, perhaps only to make a friendly call, with a curt, "What do you want?" Not so, at all. A hearty grasp of the hand, and "How are you?" uttered in whole-souled, magnetic tones, an inquiry as to the health of his family, and these various little incidentals that mean practically nothing, and yet are fraught with so much good will and interest to a man, and which seem to oil the wheels of business, are features of the greeting.

What is the result of this plan of action? Profitable business of course. The house referred to, which, by the way, makes a study of handling customers, whoever and wherever they may be, does the largest business in its line in the United States. It is a model for all other houses to copy after in each of its various departments. I offer these few remarks as a suggestion to the business houses that are in the habit of treating the incoming buyer almost as if he were a Pariah to be shunned, or, if attended to at all, who consider it enough that he is looked after by a junior clerk, whose ideas of business are at best nebulous. If a merchant wishes trade, and is paying much money to outside salesmen to bring it in, it seems but simple common sense to take care of it most carefully when it comes in of its own accord. Office salesmen should be provided and trained as well as road salesmen.

To the Trade.

JUST RECEIVED

A FRESH SUPPLY

Carlsbad Sprudel Salts

Small, per dozen, $7.00. Large, per dozen, $14 00

Carlsbad Sprudel Waters

Per case of 50 bottles, $15.00. Per dozen, $4 00.

Æsculap Water

Per case of 25 bottles, $12 00. Per dozen, $6 50.

Davis & Lawrence Co., Ltd., Montreal

SOLE AGENTS FOR CANADA.

ARCHDALE WILSON & CO.

19 McNAB STREET NORTH, - - HAMILTON, ONT.

WHOLESALE

Druggists ∴ and ∴ Manufacturing ∴ Chemists.

Specialties : Sponges. Brushes. Combs.

SOLE AGENTS FOR

CLARKE, NICKOLLS & COOMBS, Manufacturers of Confectionery, London, England.

TAYLOR'S MARKING INK.

ALLAIRE, WOODWARD & CO., Pressed Herbs, and Sugar and Gelatine Coated Pills

MANUFACTURERS OF

Wilson's Fly Poison Pads, Wilson's Wild Cherry, Fluid Extracts, Elixirs, Etc., Etc.

CANADIAN DRUGGIST PRICES CURRENT.

CORRECTED TO JUNE 29, 1889.

The quotations given represent average prices for quantities usually purchased by Retail Dealers. Larger parcels may be obtained at lower figures, but quantities smaller than those named will command an advance.

Acid, Acetic	lb.	$ 12½	$ 15
Arsenic	"	26	27
Benzoic, English, (from benzoin,)	oz.	22	25
Boric	lb.	25	30
Carbolic, Crystals, super	"	1 40	2 40
Commercial	"	55	70
Citric	"	65	70
Gallic	"	1 45	1 80
Hydrocyanic	oz.	10	12
Hydrobromic, dil	"	45	50
Lactic, concentrated	lb.	3 50	4 00
Muriatic	"	3½	6
chem. pure	"	20	22
Nitric	"	11	18
chem. pure	"	25	30
Oxalic	"	12	13
Phosphoric, glacial	"	1 55	1 90
dilute	"	17	25
Salicylic	"	2 20	2 60
Sulphuric	"	2½	5
chem. pure	"	19	22
Aromatic	"	50	60
Tannic	"	1 10	1 40
Tartaric, powdered	"	53	55
Alcohol, pure, 65 o. p. by bbl., net	gal.	3 28	
By gal	"	3 60	
Allspice	lb.	13	15
Powdered	"		20
Alum	"	2½	3
Ammonia, liquor, 880	"	15	18
Aromatic Spirits	"	40	45
Bromide	"	75	80
Carbonate	"	12	15
Iodide	oz.	50	60
Muriate	lb.	12	14
Annatto	"	30	35
Antimony, black, powdered	"	13	15
and potas, tart	"	55	60
Arrowroot, Bermuda	"	45	50
Jamaica	"	14	32
Arsenic, Donovan's solution	"	30	33
Fowler's solution	"	12½	15
White	"	6½	8
Balsam, Canada	"	45	50
Copaiva	"	1 00	1 10
Peru	"	2 50	2 75
Tolu	"	65	70
Bark, Bayberry, powdered	lb.	$ 18	$ 20
Canella Alba	"	13	10
Cassia	"	18	22
Ground	"	25	30
Cinchona, red	"	50	2 40
Powdered	"	60	2 50
Calisaya, yellow	"	1 00	1 40
Pale	"	90	1 00
Rub	"	50	1 00
Elm, selected	"	15	18
Ground	"	18	20
Flour, packets	"	28	30
Orange Peel, bitter	"	16	70
Soap, Quillaya	"	14	18
Sassafras	"	12	15
Wild Cherry	"	10	12
Bean, Tonka	"		2 50
Vanilla	"	7 00	9 00
Berry, Cubeb	"	2 50	2 75
Powdered	"	2 60	2 80
Juniper	"	13	15
Bismuth, sub-carbonate	"	3 00	3 10
Sub-nitrate	"	2 50	2 60
Liquor	"	35	40
Borax	"	12	13
Powdered	"	13	15
Butter, Cacao	"	65	80
Camphor, English	"	52	55
American	"	45	47
Cantharides	"	2 00	2 25
Powdered	"	2 10	2 25
Capsicum	"	25	32
Powdered	"	30	40
Carbon, bisulphide	"	17	20
Chalk, French, powdered	"	6	10
Precipitated	"	10	12
Prepared	"	5	6
Chloroform, pure	"	1 10	1 20
D. & F.	"	1 75	1 75
German	"	55	75
Chloral, hydrate	"	1 35	1 60
Cinchonine, muriate	oz.	15	20
Sulphate	"	20	25
Cinchonidia, sulphate	"	15	25
Cloves	lb.	35	40
Powdered	"	40	43
Cochineal, S. G.	"	40	45
Cocaine, mur	dr.	1 00	1 00
Collodion	lb.	75	90
Confection, senna	"	25	50
Copper, sulphate	"	8	9
Copperas	"	1½	2½
Cream Tartar, powdered	"	30	32
Creosote, wood	"	2 00	2 30
Cudbear	"	18	30
Cuttle-fish Bone	lb.	$ 30	$ 35
Dextrin	"	10	12
Epsom Salts	bbl.	1½	2
Ergot	lb.	75	1 00
Ether, acetic	"	75	80
Nitrous, spirits	"		50
Sulphuric, 720	"	45	75
Extract, Belladonna	"	1 75	3 25
Colocynth, Co.	"	1 25	1 75
Gentian	"	50	60
Hemlock, Ang	"	1 00	1 10
Henbane "	"	2 75	3 00
Jalap	"	2 50	3 00
Logwood, bulk	"	11½	13
" packages	"	15	18
Mandrake	"	1 75	2 00
Nux Vomic	oz.	20	30
Opium	"	75	80
Rhubarb	lb.	4 00	5 00
Sarsa. Hond. Co	"	1 00	1 20
" Jam Co		3 00	3 35
Taraxacum, Ang.		70	80
Fowlers, arnica		22	25
Chamomile		40	45
Flowers, Lavender		7	12
Rose, red, French	"	2 40	2 60
Galls, powdered	"	25	30
Gelatine, Cox's 6d	doz.	1 20	1 25
French	lb.	50	60
Glycerine, 30	tin or "	22	25
Price's		70	80
Green, Paris		20	22
Gum, Aloes, Barb	"	30	66
Aloes, Cape		20	25
Socot		45	80
Powdered		70	75
Arabic, select	"	1 00	1 10
" " powdered	"	1 10	1 20
Sorts	"	50	80
" powdered	"	85	90
Assafœtida		24	28
Benzoin		50	90
Catechu		14	16
Gamboge		1 20	1 30
Guaiacum	"	60	90
Myrrh	"	48	85
Opium	"	3 75	4 00
Powdered	"	5 50	6 00
Scammony, powdered	"	6 25	7 00
Virg		12 50	14 00
Shellac, orange	"	32	35
Liver		25	28
Storax	"	55	65
Tragacanth, flake		75	1 00
Common	"	25	65

Herb, Boneset	lb.	$0 20	$0 25
Goldthread	"	60	75
Horehound	"	15	20½
Lobelia	"	15	20
Honey	"	25	30
Hops	"	30	40
Ichthyol	oz.	00	00
Indigo, Madras	lb.	75	90
Insect Powder, pure	"	65	75
Iodine, commercial	"	5 00	5 50
Resublimed	"	5 50	6 00
Iron, carbonate, precipitated	"	16	20
Saccharated	"	35	40
Chloride, solution, B. P.	"	15	18
Citrate and Ammonium	"	75	80
" and Quinine	oz.	20	40
" and Strychnine	"	18	20
Dialyzed, solution	lb.	50	75
Iodide, syrup	"	40	45
Pyrophosphate	"	1 00	1 00
Sulphate, pure	"	8	10
Iodoform	"	7 00	8 00
Japonica	"	8	9
Lead, Acetate, white	"	12	14
Sub-Acetate, sol	"	10	12
Leaf, Belladonna	"	25	30
Buchu	"	18	20
Coca	"	75	90
Digitalis	"	25	30
Eucalyptus	"	25	35
Hyoscyamus	"	25	30
Jaborandi	"	50	60
Matico	"	75	80
Senna, Alexandria	"	50	75
Tinnevelly	"	15	25
India	"	15	17
Stramonium	"	25	30
Uva Ursi	"	15	17
Leptandrin	oz.	50	60
Lime, Chloride	lb.	3½	4½
Packages	"	6	7
Hypophosphite	"	1 50	2 00
Phosphate	"	35	38
Sulphite	"	10	11
Liquorice, Solazzi	"	45	50
Pignatelli	"	35	38
Y. & S. Pellets	"	40	60
Other brands	"	14	35
Lye, concentrated	doz.	90	1 00
Madder, best Dutch	lb.	12½	14
Magnesia, Carb., 1 oz.	"	20	22
Carb., 4 oz	"	16	20
Calcined	"	55	65
Citrate, gran	"	40	75
Sulphate	"	1¾	3
Manganese, black oxide	"	1½	6
Manna	"	1 75	
Menthol	"	4 50	5 00
Mercury	"	90	1 00
Ammoniated	"	1 30	1 45
Bichlor	"	95	1 00
Biniodide	"	4 00	4 50
Bisulphate	"	1 15	1 25
Chloride	"	1 00	1 20
C. Chalk	"	55	60
Nitric Oxide	"	1 25	1 30
Oleate	"	1 25	1 30
Morphia, Acet	oz.	1 80	2 00
Muriat	"	1 80	2 00
Sulphat	"	1 90	2 00
Moss, Iceland	lb.	9	10
Irish	"	10½	12
Musk, Tonquin, pure	oz.	36 00	40 00
Canton	"	75	80
Nutmegs	lb.	1 00	1 05
Nux Vomica		8	10
Powdered		22	24
Oil, Almond, bitter	oz.	75	80
" Sweet	lb.	55	65
Amber, rectified	"	65	70
Anise	"	3 00	3 20
Bergamot	"	3 75	4 00
Cajuput	"	1 25	1 50
Caraway	"	3 50	4 00
Cassia	"	1 50	1 57
Castor	"	9	15
Cedar	"	75	1 25
Citronella	lb.	$0 85	$0 90
Cloves	"	2 50	2 75
Cod-liver, N. F.	gal.	90	1 00
Norwegian	"	1 50	1 75
Cotton Seed	"	1 00	1 10
Croton	lb.	1 25	1 50
Cubeb	"	15 00	16 00
Geranium, India	"	3 00	3 20
Hemlock		75	80
Juniper	"	65	70
Lavender, English	oz.	1 75	1 90
French, pure	"	75	1 00
Lemon	lb.	1 90	2 20
Lemon Grass	"	1 50	1 60
Linseed, boiled	9 lb., gal.	62	65
Raw	"	60	65
Neatsfoot	"	90	1 00
Olive, common	"	1 30	1 40
Salad	"	2 00	2 75
Orange	lb.	2 75	3 00
Origanum	"	60	75
Pennyroyal	"	1 75	1 90
Peppermint, English	"	1 00	2 00
American	"	3 25	3 75
Rose, Kissanlik	oz.	9 00	14 00
Good	"	6 25	8 50
Rosemary	lb.	70	75
Sandalwood	"	5 50	8 00
Sassafras	"	0 00	0 00
Seal, pale	gal.	55	60
Sperm, winter bleached	"	1 90	2 00
Tansy	lb.	4 25	4 50
Union Salad	gal.	1 10	1 15
Wintergreen	lb.	3 20	3 50
Wormwood	"	6 00	6 57
Ointment, mercurial		65	70
Citrine		35	38
Opium. See Gum.			
Orange Peel		16	17
Pepsin, Eng		3 00	3 50
Saccharated		5 25	6 00
Pepper, black		22	25
Powdered		25	27
White powdered		38	40
Pill, Blue, Mass.		60	65
Pilocarpine	gr.	6	12
Pitch, black	bbl.	3 75	4 00
Burgundy	lb.	13	15
Phosphorus	"	90	1 00
Podophyllin	oz.	40	45
Poppy Heads	100	90	95
Potassa, caustic, white sticks	lb.	65	70
Liquor	"	10	12
Potassium, Acetate, granulated	"	50	55
Bicarbonate	"	17	20
Bichromate	"	12	13
Bitartrate (Cream Tartar)	"	32	35
Bromide	"	55	58
Carbonate	"	13	15
Chlorate	"	18	20
Cyanide, Fused		40	52
Iodide	"	3 75	4 00
Nitrate		9	11
Permanganate	"	60	65
Prussiate, yellow	"	35	38
And Sodium Tartrate (Rochelle Salt)	"	32	38
Sulphuret	"	25	27
Quassia	"	9	10
Quinine, Howard's	oz.	45	47
German	"	35	40
Rosin, strained	bbl.	2 75	3 75
Clear, pale	"	4 50	5 00
Root, Aconite	lb.	24	25
Blood, powdered		20	22
Cohosh, black		13	15
Colchicum, German		25	35
Columbo		20	22
Powdered		30	35
Curcuma, ground		13	15
Elecampane		15	17
Powdered		20	22
Gentian		10	12
Ground		12	14
Powdered		15	17
Ginger, E. I.		12	18
Ginger—			
Powdered	lb.	$0 14	$0 20
Jamaica	"	24	28
Powdered	"	25	28
Golden Seal, powdered	"	1 00	1 10
Hellebore, white, powdered	"	16	18
Ipecac	"	2 50	2 60
Powdered	"	2 75	3 00
Jalap, powdered	"	38	40
Licorice, select	"	13	15
Powdered	"	14	15
Mandrake	"	16	18
Orris, Florentine	"	17	20
Powdered	"	24	26
Pink	"	90	95
Rhubarb	"	35	80
Fine trimmed	"	2 40	4 50
Powdered	"	60	2 25
Sarsaparilla, Honduras		50	53
Jamaica		60	65
Mexican		20	25
Seneka		75	85
Squill, white		15	20
Valerian, English		18	20
Sal Soda, by bbl		1¼	1½
Saccharin	oz.	1 60	2 00
Salicin	lb.	3 25	3 75
Santonin	"	2 50	2 75
Seed, Anise, Italian		14	15
Star		35	38
Canary, Sicily	"	4½	5
Caraway	"	10	12
Cardamon, Malabar	"	1 25	1 50
Decorticated	"	1 50	2 00
Celery	"	25	30
Colchicum, German	"	90	1 00
Coriander	"	10	12
Flax, cleaned, Ontario	100 lbs.	3 25	3 50
Imported	"	0 00	0 00
Fenugeek, powdered	lb.	7	9
Hemp	"	5	5½
Mustard, white	"	9	11
Powdered	"	20	45
Rape	"	8	9
Saffron, American		35	50
Spanish	oz.	1 00	1 10
Sage	lb.	7	8
Silver, Nitrate	cash, "	11 00	13 00
Soap, Castile, mottled	"	8½	12
white	"	15	17
Soda, Ash	keg or cask, "	1¾	2¼
Caustic	drum or "	2¾	5
Sodium, Acetate	"	25	30
Bicarb, Howard's	"	16	17
Newcastle	keg	2 50	2 75
Carbonate, crystal	lb.	2½	3
Hyposulphite	"	4	5
Salicylate	"	2 30	2 50
Sulphate, Glauber's Salt	"	1½	3
Strychnine, crystals	oz.	1 25	1 50
Sulphur, precipitated	lb.	13	20
Sublimed	"	3	4
Roll	"	2½	3½
Tin, Muriate, crystals	"	35	37
Tamarinds	"	12	14
Tar	bbl.	4 50	4 75
Barbadoes	lb.	10	12
Terebene	"	75	90
Turpentine, Spirits	gal.	70	75
Chian	oz.	90	2 50
Venice	lb.	12½	13
Veratria	oz.	2 00	2 50
Verdigris	lb.	35	55
Wax, white, pure	"	55	75
Yellow	"	42	45
Paraffine	"	17	20
Woods, Camwood	"	5½	8
Fustic, Cuban	"	2½	3
Logwood, Campeachy	"	2½	3
Quassia	"	9	10
Redwood	"	3½	5
Zinc, Chloride	oz.	10	15
Oxide	lb.	13	60
Sulphate, pure	"	9	12
common	"	7	9
Valerianate	oz.	25	28
Sulphocarbolate	lb.	1 00	1 10

Printed for the Publisher by the Grocer Publishing Co., Printers and Publishers, 5 Jordan St., Toronto.

CANADIAN DRUGGIST.

VOL. I. TORONTO AND STRATHROY, AUGUST, 1889. NO. 2.

THE CANADIAN DRUGGIST,

5 Jordan Street, Toronto, Ont.
And Strathroy, Ont.

WILLIAM J. DYAS, - - Editor and Publisher.

SUBSCRIPTION, $1 PER YEAR, IN ADVANCE.
Advertising Rates on Application.

The Canadian Druggist is issued on the 15th of each month, and all matter for insertion should reach us by the 5th of the month.

All cheques or drafts, and matter intended for the editor, to be addressed to Box 438, Strathroy, Ont.

New advertisements or changes to be addressed

CANADIAN DRUGGIST, 5 JORDAN STREET, TORONTO.

FIRST RESULTS.

In our first issue we spoke confidently of the future prospects of this journal, as to its filling a want in Pharmaceutical journalism in Canada, of a certain recognition by druggists as THE organ of the profession and of encouraging words from Pharmaceutical friends. We are glad to say that we have not been mistaken in our expectations. From the Provinces of Ontario, Quebec, New Brunswick, Prince Edward Island, Manitoba and British Columbia we have already received congratulatory letters as well as subscriptions, one and all virtually agreeing in the verdict, "Just what we needed." Appended are extracts from a few of the letters received:

"Allow me to congratulate you on its make up, which I consider good."

"Congratulate you on your first number and do not doubt your success."

"Very complete and well calculated to find favour with every Canadian chemist."

"Congratulate you on the make up and contents of the CANADIAN DRUGGIST, and wish you success in your enterprise."

"Was pleased with the first issue of your journal and found a number of items that would be of interest and use to the druggists of this Province; trust that you may have the success that your enterprise most assuredly entitles you to."

"Find the CANADIAN DRUGGIST the most interesting paper for druggists in the Dominion. I wish you success."

One of our advertisers says that within two weeks after the publication of the first number, he had business enquiries from two druggists in Prince Edward Island and one in British Columbia, the extreme easterly and westerly Provinces of our Dominion, mentioning the advertisement which appeared in the CANADIAN DRUGGIST leading to the transaction of business with them.

INSURANCE OF DRUG STOCKS.

By mutual consent of all fire insurance companies (and when will they not agree to increase their own profits by raising rates), the rate on ordinary drug stock is higher than ordinary merchandise rates, claiming the greater risk on the former class. That this is not the case is shown time and again from statistics which clearly prove that although drug stock may and does include goods which are of a particularly inflammable nature, yet the precautions taken, the description of containers in which these goods are kept and the usually small proportion of them in a retail store has reduced the number of fires originating in such premises to a very small percentage of the total fire losses.

In Philadelphia a "Druggists' Mutual Fire Insurance Company" has been formed, and has issued a large number of policies. Would it not be well for the druggists of Canada to consider the question either of concerted action on their part to compel the insurance companies to give us more reasonable rates, or failing in this to establish a company on somewhat the same lines as the Philadelphia company? We append some extracts from the Druggists' Circular, showing the feeling which exists in the United States in this matter:

At the annual meeting of the Ohio Pharmaceutical Association, held in 1888, a committee was appointed to investigate the subject of mutual fire insurance. This committee has recently made public the results of its work from which it appears that the druggists of that State pay pretty dearly for their insurance. It is estimated by the committee, from all that they can learn, that druggists by protecting themselves on the mutual plan can save from one-half to three-quarters of the money now expended for premiums.

There has long been an exceedingly strong suspicion in the minds of druggists everywhere that the rates usually charged them for insurance against fire were extravagant. When protesting against these charges they have been confronted with pictures of the terribly dangerous character of their stocks—how their stores were magazines of highly inflammable substances, which by the breaking of a bottle, might in a moment be involved in destruction.

To show that a pharmacy is in fact a rather safe place, so far as fire is concerned, we may quote from the report above referred to that in Cleveland the loss to retail druggists from that cause during a period of eighteen years amounted to only $5,500; and in Cincinnati the loss in eight years was but $3,000.

PHARMACISTS' AIDS.

There can be no doubt of the fact, that two of the most rapidly increasing demands upon the ability of the pharmacist of to-day, are analytical chemistry and microscopy. The former includes that class of demands that so frequently apply to the druggist for analysis of some special compound or even more often for an analysis of urine. These are not limited to the "ignorant (?) laity," but are decidedly common requests from physicians themselves. It has only been a few years since these subjects became so important in the diagnosis of disease, and therefore only the decidedly studious or recent graduate appreciates or investigates the utility of their possibilities. Referring especially to the matter of urine analysis, for every druggist should be posted on analytical chemistry, we know that very few of our best pharmacists have made any special study of this specialty and the following is an ordinary result. The doctor, often for lack of time, quite as often for lack of information, applies to the pharmacist for an analysis of urine—presuming, the pharmacist cannot do it, naturally enough the doctor goes elsewhere, but does he ever return for any more such work? Does he ever refer anyone else to that store for it? No—all references in this line are to that pharmacist who is capable thereof. How many prescriptions, how much trade is thereby lost, transferred? Just because the first pharmacist could not do a little chemical analysis that would not have required more than twenty

minutes of his time, for which, also, he would be paid. On the other hand, presuming, he says, "Yes, I will analyse it for you," the doctor not only has reason to go there again for such work, not only refers other doctors, as also his patients, there, but trade, prescriptions, etc., are necessarily increased.

We know a pharmacist who, as a result of this one department of analytical chemistry, took in two hundred dollars for the work itself in one year, to say nothing of the increase of trade thus induced. In other words, we believe that a pharmacist should not only be a druggist, but a chemist. He need not delve in the minute depths of the subject, but there are many of its minor branches like the one referred to—that require but little study or time, that not only add to his business, but give a scientific touch to his reputation that the public decidedly admire. As regards the microscope in pharmacy, the many and increasing articles in our different journals commending its value and use are but growing proofs of the fact that the pharmacist of the future will and must be a microscopist.

Here we have another of the many minor studies, that are not only easily learned but quite as easily applied.

The value of a microscope is illustrated readily by the fact that while every crystal, root, rhizome, leaf, powder, starch, etc., have distinctive and individual peculiarities, yet very few of these are distinguishable by the naked eye, while all are easily resolved and can be identified by aid of a microscope and a little experience. When we think of the fact that England, France, Germany and other foreign countries make a business of manufacturing especial "adulterants for the American trade" we can comprehend the necessity of individual analysis. Of course the microscope can only apply to a part of these things, and many pharmacists have but few occasions to use its powers. Nevertheless if one possesses the knowledge to detect anise in conium, or vice versa, starch, sugar, etc., in quinine and antipyrine or powdered ipeac, to say nothing of coffee, pepper and many more drugs that are so commonly adulterated, he could save the price of his instrument in a comparatively short time, and while enjoying the pleasure of this delightful and instructive work would also know that he is conscientious in supplying pure articles to his customers.

It is encouraging to know that microscropy has been gaining in importance in many of our pharmacy schools. Usually starting with small proportions and inefficient supplies—it, as a study, gradually works its way and proves its utility until to-day a number of the leading colleges require the work as one of the necessities for graduation. In many medical schools of the United States and Europe not only is microscopy applied temporarily but much stress is being laid on photomicrography, by which means its valuable investigations are easily preserved. It is evident that microscopy is one of the pharmaceutical advancements of the day. It has rapidly pressed its needs upon the scientific part of the profession. It is growing in demand. It is a comparatively new field and presents grand opportunities for observation, investigation and original work.

As the time must surely come when a part of the pharmacist's armament will be a microscope and microscopy, we wish to direct attention to the subject in the belief that those who would be progressive may be led to investigate its value.—[N. E. Druggist.

CUTTING PRICES.

In connection with this subject of cutting, the following interview of an Era reporter with Mr. Alexander Hudnut, the proprietor of the great cut rate store of Hegeman & Co., New York, will be read with interest. Mr. Hudnut said :—

The rebate plan, or any other system of artificial bolstering, is as futile as it would be to try and dam Niagara. Legislation on the subject is unnecessary and superfluous. The matter carries its own death warrant with it.

Some six years ago the drug trade got together and formed a most beautiful plan for maintaining prices. Where is that beautiful plan now? The rebate system is probably its legitimate offspring. Come to me some years hence and I expect to be able to point to a string of lineal descendants of the rebate plan, each of them as helpless to perform what is expected as the other. The world ought to be wise enough by this time to recognize the fixity of the laws which govern commerce.

I regard the principle of cutting as a settled policy in the drug business, and I shall pursue that steadily. Hegemann & Co. have done a business of about $325,000 annually. I expect to increase it to half a million dollars. In London the immense stores of the Army & Navy, and of the Civil Service have worked a revolution in the drug trade, by buying at first hands in immense quantities, and selling on close margin. They have even cut the rates on prescription business. The result has been that the chemists, as they call them there, have been compelled to come down in their prices, and a process of elimination has steadily gone on—the weak have had to go to the wall. The result is the "survival of the fittest." These conditions apply to New York, and I venture to say that there are not over ten drug stores in the city of New York that are making their owners more than a living. With the rest it is simply a process of more or less rapid rusting out.

An absence of cut prices, and general prosperity marks the retail drug trade of Cleveland. The Cleveland Pharmaceutical Association is clannish and its dues are so moderate that almost the entire trade is within the Association. This gives rise to a brotherly feeling which makes doing business a pleasure; and prevents cuts and insures prosperity. The drug trade in many cities suffers from wholesale slashing of prices from the lack of such an Association as exists in Cleveland. The Association is thoroughly organized, and the two wholesale houses in Cleveland do everything in their power to help the retail trade along, and decline to sell at retail in

OPIUM.

In Opium the reduced estimates of the probable yield from the current crop, coupled with advices of higher prices in London and the primary market, have caused a much firmer feeling here. The bulk of the spot supply is controlled by three dealers who it is said are working in harmony to raise prices, in which effort they have already made considerable progress, it would appear, since at the close there was very little standarized to be had at $3.10, the general quotation being $3.15. Natural was held at $3.20 to $3.50. While there were no large buyers in the market, the demand for single cases and broken lots was very good. Powdered has advanced to $4.20 to $4.30 as to seller and test. We have received the following from Smyrna under date of July 13th: "There is no longer doubt that if the yield of 5,000 baskets is to be reached by the new crop (including the 1,250 baskets from Salonica) the fields on the high grounds must yield much more than the lower fields have shown up to the present moment—arrivals of 117 baskets against 570 in 1888, which certainly is a poor showing. It is true that in Constantinople, where they got the opium from the districts where the gathering was made in advance of the others this season, they had received 45 baskets against 125 last year, which is somewhat better than we can show, but is still awfully poor. Holders are very sangnine and will not sell their goods unless they get higher prices, and as they now have increased facilities for depositing their goods with banks at reasonable rates of interest, it is most probable that buyers will have to accept their terms. The stocks abroad were large, but as they have been kept all along at lower rates than what opium could be bought at in the primary markets, they have gradually melted down to reasonable quantities. London has hardly 1,000 cases, the greater part of which is Persian and high grade Turkish, not suitable for the American market. New York has about 500 cases which could be called 'in the market.' The balance is held by outsiders who would not part with their opium unless they get much higher prices for it. But all this is a matter of little consideration to the native merchant in Turkey; he holds on to his opium when he sees a small crop, and buyers will have either to live on the European and New York stocks or pay them something better than the starving prices they paid for the last few years." Since this was written, some cables advise crop estimates reduced to 4,500 baskets (including Salonica), and prices in Smyrna from 9s. 3d. to 9s. 9d.

ADVANTAGES OF TRADE JOURNALS.

Trade journals have become an established institution, and the fact that they have come to stay cannot longer be doubted. Their advantage, to both the buyer as well as the seller, is manifested every day in the change which has been wrought in the present manner of transacting business. A few years ago, before these journals were established, if a party desired to purchase a certain line of goods, the first thing he would do would be to supply himself with the necessary funds, pack up his grip and start out upon a tour of observation and inspection; and after traveling over a large amount of territory and spending considerable money, would finally succeed in finding the goods sought for. The manufacturer who was desirous of introducing to the public any new line of goods, was obliged to resort to the slow, expensive and uncertain method of mailing out printed circulars, at the rate of ten dollars per thousand for postage, besides the expense of printing, folding and directing them; and perhaps eight out of every ten thus sent out, if received at all by the parties to whom directed, would find their way to the waste-paper basket without ever being opened. It being impossible to reach every one by this method, the chances for striking one who might be in want of the article named therein was often not one in five hundred, while perhaps a hundred others might be omitted who might be in want of it.

Advertising in a general way in the papers of the day was not a profitable investment. Those papers having a very large circulation, such as the "Scientific American," the "Iron Age," and others which might be named, were valuable papers and probably were the best mediums at that time; but their circulation, although very large, was general, and while the advertiser was charged for the space occupied at a rate based upon a circulation of 40,000 or 50,000 copies, yet in many instances but very few of the trades interested and to whom it was desirable to introduce the goods, were ever reached. For instance, the "Iron Age" circulated principally among hardware and iron dealers, who formed a considerable portion of its circulation, very few of whom had any interest whatever in saw-mill or planing-mill machinery, and so on with all other trades, and as before stated, while they were paying exorbitant rates for advertising based upon the large circulation of those journals, they were really deriving less benefit from it than they would have received from a medium of one-quarter the circulation, but devoted exclusively to this particular trade and circulated exclusively among them.

Every trade is now represented by a journal devoted to that trade exclusively, and a purchaser now, instead of spending large sums of money and much valuable time in roaming over the country in search of any particular line of goods, may sit down quietly in one corner of his office and consult his trade paper, in which he will find the goods of the most prominent and reliable manufacturers carefully described and fully illustrated by fine, artistic cuts, so that all that is required is to write to some of those houses, who will cheerfully answer all inquiries, or in most cases, send their travelling man, who will come prepared to give them all further information that may be required, and their purchases may be made then and there to just as good advantage as if they had spent $100 in travelling expenses, in order to visit the same house in person. If any house is neglected by not being represented in its own trade paper, it is its misfortune in not being represented, and not the fault of the journal.

Another change has been brought about, and one that trade journals have had more or less to do with: There is a different class of travelling men representing these houses at the present time from what there was a few years ago. Since buyers have abandoned the plan of visiting these houses in person prominent manufacturers have found it for their own interest to employ none but sober, competent and reliable men to represent them—men who are well posted in the business and who are competent to give intelligent and reliable information with regard to the goods which they represent, and the result is that the public has more confidence and is more ready to deal with them than formerly, while the "bums" that formerly represented, or misrepresented, these houses have disappeared from the road. Manufacturers find it to their advantage to have their goods thus represented in these journals, for the reason that while the rates are much lower than would be obtained in the former mediums, they are sure every copy that is sent out from the office of publication, whether the circulation be 1,000 or 10,000 per issue, will be sure to fall into the hands of some one who is interested in their particular line of goods.

The public has been benefited by trade journals in another manner which can not be omitted. Almost every journal representing any particular trade has secured the services of experienced and practical writers, who, from long experience in this particular line, have become experts in the business, and from whom much valuable information may be obtained by those who have not had the same experience and advantages. Many young men just starting out in life, either as proprietors or foremen in the various trades, have received many valuable hints from these sources, which have been of much benefit to them, and which might have required years of experience before they could have acquired the same information. And for this and other reasons which have been given, what was said at the commencement of this article may be repeated, viz., that the trade journals have come to stay.

No druggist can afford to do without his drug journal. Through the columns of the CANADIAN DRUGGIST he may keep himself posted on new remedies, approved appliances, fresh developments in the pharmaceutical and chemical worlds; he can, at a glance, note the fluctuations in prices of goods, and by careful perusal of the advertising columns not by any means the least important part of the trade journal will keep track of all specialties offered by our advertisers. Our advice is, Read your trade paper regularly, and support it liberally.

DIGNITY IN BUSINESS.

It is not a good plan to descend to sensationalism in the methods of conducting business. True enterprise is as far removed from the rowdy-dowdy style of procedure as is day from night. All men are not coarse and ignorant in their perceptions, and no business communication or business announcement should be sent forth that is not gentlemanly and delicate in both diction and sense. A contrary course will soon convince its author that he is making a great mistake in stooping to vulgarity and the small and unrefined side of men's natures.

It is all very well to make a little noise occasionally, in order to stir up languishing trade. The more noise the better, in fact, provided it is only the right kind of noise, and not the discordant braying of commercial fish-horns. A red-hot campaign now and then is the best thing out, but it must be managed with skill and tact.

The most successful merchants of to-day recognize the fact that it does not pay to abuse competitors. If one's competitors are dishonorable and tricky the public will find it out in the long run, whereas if they are straightforward and progressive, no amount of slander will hurt them. Praise your own wares truthfully and fearlessly, and let your neighbor's alone—that is the best way. Brag and bluster may do for a season, but they don't wear.

When a merchant advertises in the newspapers he is in great danger of saying too much—or rather, of clothing what he does say in the wrong terms. Slang should be avoided always. Never appeal to the passions and prejudices of your patrons. Most men nowadays happily think with their intellects. It is an error to suppose that we can either interest or instruct people by first assuring them that they are all but hopelessly ignorant. Human nature may be weak, but it is strong enough to resent such offensive presumption. The public knows more than many a merchant is willing to give it credit for.

In sending out trade letters and circulars it is not only unwise but positively ruinous to assume an undignified and vulgar tone. Nothing shows the ass in the lion's skin so quickly. It should always be borne in mind by the merchant or business man of whatever line that culture and good breeding are appreciated even by the unlettered, and that is asking favors—which every business man in some form or other does of his patrons—the language of the gutter is not the proper means of expression to employ. All business transactions should be dignified.

Smith & McGlashan Co.

[LIMITED]

WHOLESALE DEALERS IN

DRUGGISTS' SPECIALTIES

Sundries and Fancy Goods

Agents for E. B. Shuttleworth's Fluid Extracts, Specialties and Pharmaceutical Preparations

Malleable Steel Spring, Reversible, Hard Rubber, Celluloid, and Elastic Belt Trusses.

Mailing orders for Trusses promptly filled. We make a specialty of Hard and Soft Rubber Sundries.

Our travellers are out with Holiday Goods and are showing a large line, carefully selected from every Plush Goods maker in Canada. Our lines of imported goods should be seen. We would remind our friends that we sell almost exclusively to the Drug Trade.

SMITH & McGLASHAN CO., Limited

53 FRONT ST. E.

TORONTO, - ONT.

HICKSON, DUNCAN & CO.

25 FRONT STREET

Successors to

W. H. BLEASDELL & CO.

In calling the attention of our numerous customers to our large and varied stock of Fancy Goods, are pleased to state that we are exceptionally well prepared to fill orders in large or small quantities, and at much better value than heretofore. Buying direct from the manufacturers in Germany, France and England, we can offer special inducements in all lines of

DRUGGISTS' AND TOBACCONISTS' SUNDRIES

Toys, Cutlery, Sporting Goods, Games, Vases, Brushes, Bisque Figures, Stationery, etc

Yours respectfully,

HICKSON, DUNCAN & CO.

LAWSON & JONES
Forest City Label Works

LONDON, - - CANADA

Established 1882

We are the only firm in Canada devoting special attention to

CHEMISTS' PRINTING

and with our present facilities we can successfully compete with any of the American or European Label houses

We invite comparison of our work and prices with others.

We also supply Estes' Turned Wood Boxes, Gill's Seamless Tin Boxes, Paper Pill and Powder Boxes, Cartons and special lines of Containers.

Write for Catalogue. Mention this paper.

LAWSON & JONES

226 King Street, - London, Canada

J. PALMER & SON

IMPORTERS OF

DRUGGISTS' SUNDRIES

Sole Agents in Canada for

A. & F. PEAR'S SOAPS

DUPONT'S BRUSHES

BERTRAND'S PERFUMES

The Largest and best assorted Stock in Canada of

BRUSHES, COMBS, SPONGES,

PERFUMERY,

CHAMOIS, SOAPS, FANCY GOODS,

TOILET REQUISITES.

1743 & 1745 NOTRE DAME

MONTREAL - - CANADA.

Please mention CANADIAN DRUGGIST when ordering goods advertised.

LYMAN BROS.

& CO.

WHOLESALE

DRUGGISTS

—AND—

Manufacturing Chemists

WAREHOUSES:

71 & 73 Front St. East

CHEMICAL WORKS AND MILLS:

147 & 149 Front St. E.

TORONTO.

A full assortment of Drugs, Chemicals and every requisite for the retail trade.

TRADE NOTES

Clarke & Co., of Kamloops, B.C., contemplate going more extensively into manufacturing specialties.

Prof. Shuttleworth, of the Ontario College of Pharmacy, is enjoying a well earned holiday in the North-West.

Mr. North, representative of the Recamier Manufacturing Co., New York, has been in Montreal relative to the establishment of an agency in Canada.

At a recent meeting of the New Brunswick Pharmaceutical Society, the following officers were elected for the ensuing year: C. P. Clarke, President; R. W. McCarty, Vice-President; R. E. Coupe, Secretary; I. C. Cochrane, Treasurer; M. V. Paddock, A. C. Smith, W. Mowat, S. McDiarmid, H. J. Dick, C. W. Parker, I. W. Racine, C. H. Fairweather, Council.

D. Taylor & Co. have purchased the drug business of J. B. Meacham, Yonge Street Arcade, Toronto.

The stock of Lowden, Paton & Co., wholesale druggist's sundries men, was sold by auction at their warehouse, Front St., Toronto, on July 24 and 25. Fair prices were realized.

J. W. James, formerly with Dr. C. Clark, of Ridgetown, has been engaged by F. W. Meek as manager of his branch drug store at Glencoe, Ont.

W. A. Lavel & Co., Smith's Falls, have dissolved partnership. The business is continued by W. A. Lavell.

J. W. Yeomans, formerly in business in Hamilton, is on the road for the Davis & Lawrence Co.

Mr. Harry Warwick, of Warwick Freres, Grasse, France, was in the city this week.

Mr. Houston, formerly with the Davis & Lawrence Co., is on the road for Messrs. Thos. Leeming & Co., Montreal.

R. T. Shaw, the Almonte druggist, assigned for creditors' benefit on the 24th July.

Dr. C. J. Edgar, of Inverness, P.Q., has just sold out his drug business.

Tyrrell H. Duncombe, who has been clerking in his cousin Dr. Duncombe's drug store in St. Thomas, has just bought out the business.

Among the many losses by death that we have heard of lately we regret exceedingly to have to announce that of Thomas B. Barker, who has for years been doing business as a wholesale druggist in St. John. His son, who of late years has been a partner in the firm, will continue the business.

W. B. Thompson, the Cornwall druggist, is advertising his business for sale by tender.

G. W. Henderson, who has for years had a well established drug business in Liverpool, N.S., died early in the month.

R. O. Snider & Co., Toronto, were fined for breach of the Weight and Measures Act.

Stuart W. Johnston's store at the Island makes a bright spot. Mr. Unsworth, his assistant, reports business good.

Lowden, Paton & Co.'s sale was largely attended by retail men and some good bargains were picked up.

Mr. Lowden is now the selling agent of the Burlington Glass Company, a line in which he is thoroughly versed.

J. F. Holland, the druggist and stationer in the town bearing his own name, was burned on 30th July.

Mellin's food has advanced 5% owing to the duty being raised to 35% and 1¼c. lb

R. Weir, Toronto, has removed from Yonge St. to corner of Isabella and Jarvis.

C. H. Cowen, corner Wilton Ave. and Parliament, has removed to corner Carlton and Parliament Sts., Toronto.

Auction sales are very unsatisfactory affairs at all times, and we fear that there was no exception to the rule in the case of Lowden, Paton & Co., who got rid of most of their stock the last week in July through the assistance of Suckling, Cassidy & Co., the Toronto trade auctioneers. When people buy at auctions, if they are well posted in values, they rarely bid above half the value of the goods and if the quantities are large they are not content unless they obtain decided bargains. At the Lowden-Paton sale plush goods were sold in large quantities at prices that would scarcely pay for the fittings, while rubber goods and extracts simply brought no value at all. This sale is but another reminder of the fact that a stock and business are not in themselves of any more value than they will bring under the hammer, but are merely means to an end—an annual income. When taking stock this fact should not be forgotten and a liberal discount should always be made on fixtures and such goods as are considered poor or dead stock.

The wise druggist: "Well, sonny, what is it?" asked the drug clerk, peering over the counter at the 3-feet mite of humanity. "Mamma sent me to get a piece of soap—cast-iron, I think she said." "We don't keep any summer hotel soap here," returned the clerk; "you must have mistaken the metal. Wasn't it Castile?"—[Life.

FORMULÆ.

DR. FLINT'S TONIC.

Dr. Austin Flint gives (*N.Y. Med. Jour.*) the formula of a saline and chalybeate tonic which is now prepared by several leading drug houses in New York city in the form of tablets. It is used with success in loss of appetite, etc., and is also said to be an excellent remedy in Bright's disease. The following is the formula:—

Sodii chloridi	3 ij
Potassii chloridi	gr. ix.
" sulph	gr. vj.
" carb	gr. iij.
Sodii carb	gr. xxxvj.
Magnes. carb	gr. iij.
Calc. phos. præcip	5ss.
" carb	gr. iij.
Ferri redacti	gr. xxvij.
" carb	gr. iij.

Mix and divide into 60 tablets, two of which may be taken three times a day after eating.

FRECKLE LOTION.

Hydrochlorate of ammonium	4 parts.
Dilute hydrochloric acid	5 parts.
Lait virginal	50 parts.
Glycerin	30 parts.

Mix, with strong and continued agitation. The freckles are to be touched morning and evening with a camel's-hair pencil wet with this solution. "Lait virginal" is a mixture of 2 parts tincture of benzoin with 62 parts orange flower water.—*L'Union Medicale.*

BENZINE JELLY.

To make a benzine jelly for removing grease spots from textiles *Meyer Bros.' Druggist* recommends the following:

I.

Infusion of soap bark, 20 per cent.	4 fl. drs.
Benzine	2 fl. ozs.

Mix and shake for half an hour and then let stand for 12 hours to gelatinize.

II.

A translucent, gelatinized benzine can be made as follows:

Tincture of soap bark	12 fl. drs.
Benzine to make	8fl. ozs.

Mix as in first formula.

SACHET POWDERS.

The following formula' for sachet powders are given in the *Chemist and Druggist*:

Lavender.	Parts.
Lavender flowers	128
Thyme	8
Mint	4
Oil of lavender	1
Cloves	4
Tincture of ambergris	2

New Mown Hay.	Parts.
Orris root	2 200
Tonka beans	300
Vanilla	300
Oil of bitter almonds	1
Oil of rose geranium	12
Oil of rose	3
Oil of bergamot	6
Extract of musk	64

Jockey Club.	Parts.
Orr's root	.600
Sandal wood	.100
Oil of bergamot	16
Oil of rose	1
Extract of musk	32
Extract of civet	16

Violet.	Parts.
Orris root	400
Rhodium wood	100
Rose leaves	100
Black currant leaves	100
Benzoin	4
Musk pods	8
Oil of bitter almonds	

The solids should be in a coarse powder, freshly ground.

TOOTHACHE DROPS.

Morphine acetate	gr. j.
Oil peppermint	gtts. v.
Phenol	gtts. xx.
Collodion	f℥i.

M. Apply with cotton. *Jour. de Med.*

PHARMACY MEETING.

The half-yearly meeting of the Ontario College of Pharmacy was opened in the college buildiings, Gerrard Street East, Toronto, on Tuesday, August 6th, at 3 o'clock p.m. There were present: Mr. John A. Clark, Hamilton; Mr. J. E. D'Avignon, Windsor; John J. Hall, Woodstock; G. S. Hobart, Kingston; Andrew Jeffrey, Toronto; L. T. Lawrence, London; John McKee, Peterboro'; J. H. Mackenzie, Toronto; C. H. McGregor, Brantford; A. B. Petrie, Guelph; J. W. Slaven, Orillia, and Henry Watters, Ottawa.

On the motion of Mr. John McKee, seconded by Mr. Andrew Jeffrey, the President, Mr. John A. Clark, Hamilton, was appointed Chairman.

The Chairman called upon Mr. Isaac T. Lewis who read the result of the election of members to the council and the number of ballots cast for each and the same was approved.

President Clark said that when he undertook the duties of president two years ago, he realized that it would be a task of considerable difficulty to discharge the duties to the satisfaction of the members of the Board He hoped the meeting would not be characterised by any unpleasant feeling such as had been manifested in the late Council.

Nominations for Vice-President having been declared in order, Mr. J. E D'Avignon moved the appointment of Mr. W. B. Saunders, and Mr. C. H McGregor moved Mr. J. Hall. Mr. Hall was elected, only one ballot being cast for Mr. Saunders who was not present.

The Vice-President, in the course of a brief speech, expressed the reluctance he felt in opposing Mr. Hall. He would reserve his reasons for doing so until Mr. Saunders was present. It was necessary in giving effect to the new act that men who held office before should be identified with the Council. He would do his best to secure for the college any of the benefits obtained from the act.

On the motion of Mr. J. H. Mackenzie, seconded by Mr. L. T. Lawrence, Mr. Isaac T. Lewis was re-elected Treasurer and Registrar for the next two years.

The Chairman stated that the auditor, Mr. Daniels was away in England, and that it would be necessary to appoint another for the unexpired term. On the motion of Mr. J. H. Mackenzie, seconded by Mr. J. McKee, Mr. W. A. Hargreaves appointed for the unexpired term.

Mr. H. Watters, seconded by Mr. John McKee, moved that a committee consisting of Messrs Slaven, Hall, Jeffrey and the mover and seconder be appointed to strike standing committees.

Mr. C. H. McGregor, seconded by Mr. J. J. Hall, moved as an amendment that Messrs. Hobart, Watters, Petrie, Mackenzie and McGregor receive the appointment. The amendment was lost by eight votes to four.

Mr. D'Avignon moved the adoption of the minutes as printed in the Pharmaceutical Journal for February.

The Chairman—I object to that, as part of them recorded there not true. I refer to page 117 of the journal where it says: "The President rose to a question of privilege referred to some statements made in the World with regard to his connection with the Pearen matter." I object to the manner in which that is put in.

Mr. Lewis, Registrar, at the President's request, read the minutes as recorded in the minute book as follows:

"The President arose to speak on a matter of privilege, and explained to the council the action he had taken in the matter of the attempt at alteration of the Register of Apprentices by J. M. Pearen, and read to the Council the letter in the World of February 8th, and claimed the statements therein were not in accord with the facts, and he thought it was due to him that the Council should not allow them to be uncontradicted."

Mr. Davidson—Then I infer that the report in the Journal with that exception is correct?

The Chairman—As far as I know.

Mr. D'Avignon, seconded by Mr. Watters, moved that the minutes of last meeting of the Council be accepted as read, the inference being that they were read from the minutes and not from the Journal.

This was agreed to unanimously.

The Committee on Standing Committees reported as follows:—

Executive and Finance—Mackenzie, Petrie, Slaven, Hall, Hobart.

Education—Jeffrey, D'Avignon, Watters, Petrie, Slaven.

By-laws and Legislation—Hall, Hobart, D'Avignon, McKee, Lawrence.

Infringements—Mackenzie, Watters, Hobart, Lawrence and Saunders.

Mr. Mackenzie thought the whole Council should act on such an important branch as the Infringement Committee, but Mr. Watters pointed out that this was contrary to the constitution, which limited the number to five.

Mr. Hall and Mr. Hobart seemed to favour the amendment of Mr. Mackenzie, stating that it was difficult to cover the districts in any other way without the appointment of a private prosecutor or detective.

Mr. Jeffrey thought the Council should not undertake such work.

The President sustained the by-law, and ruled Mr. Mackenzie's motion out of order.

On the motion of Mr. Watters, seconded by Mr. Hall, the motion to approve of the committees was carried unanimously.

The council then heard communications, accounts notices of motion, educational committee's report, special committee's report, regulations for examiners and applications from apprentices, after which they adjourned till Wednesday, at 10 o'clock, a.m., the business of considering the reports being referred to the various committees.

Wednesday Morning.

The Council met at 10 o'clock, President John A. Clark in the chair.

The Chairman read some correspondence he had with Mr. E. R. Beckwith, Secretary of the State Board of Pharmacy, at Petersburg, Virginia. He (the Chairman) remarked that there had been a difference of opinion in the Council regarding the Pharmacy laws. The desire of the writer was that those who passed the examinations before competent Boards could pass into and practise in any other State without re examination, and that the certificate of the Secretary should suffice. Seventy-five per cent of marks were suggested as requisite. It was proposed to call a convention of State delegates to arrange the matter, and that the vote of two-thirds of those so assembled should be sufficient to give power to act. He (the Chairman) wrote Mr. Beckwith on June 13, giving him the names of colleges with whom the Ontario College interchanged certificates, namely: the Philadelphia, New York, Chicago, Massachusetts and California Colleges, and with the Board of Pharmacy of the City and County of New York. As regards the scheme of interchange so far, the States reported as follows: Delaware considered unadvisable; Tennessee, yes; Nebraska does not favor; Pennsylvania, undesirable; North Carolina, yes; Michigan and Minnesota, yes.

Mr. A. B. Petrie said that in many of the State Boards four or five men met together and granted diplomas, while many of the colleges were private enterprises. While the Ontario College was desirous to raise the

standard, a step of this kind might be injurious if not dangerous.

Mr. G. S. Hobart thought it would prove a benefit to go into the arrangement as more young men crossed into the United States to practise than came from the United States to this country.

On the motion of Mr. Andrew Jeffrey, seconded by Mr. H. Watters, the following resolution was put and carried :

"That the communication of E. B. Beckwith, of Petersburg, Virginia, referring to the holding of a convention of State and other Boards of Pharmacy, be received, and the President of the Council be instructed to watch the proceedings, and if he deems it in the interest of the College he is hereby empowerod to attend such convention."

Mr. Lewis read the Registrar and Treasurer's report as follows :—

"I beg to report that since 1st February, 1889, the following medical practitioners have taken out registration :—Wm. Spencer Harrison, Brantford ; James Switzer Freeborn, Lionshead ; R. G. Montgomery, Forest River, Dakota ; W. B. Nisbet, Angus ; Alexander M. McFaul, Staynor ; Richard Allan Clark, Ridgetown ; D. C. Leitch, Dutton ; George Veitch, Linwood ; Declan E. Foley, Westport ; John Cuthbertson Choffut, Keene ; Francis Rorke, London ; James McDiarmid, Hensall; Richard R. Hopkins, Grand Valley ; Michael Jos. Keene, Brantford ; Francois Xavier Balade. Ottawa ; Wm. Alexander Munns, Thetford ; Duncan McEdward, Thetford ; Geo. Johnston Dickson, Desboro'.

"The number of appl cations for registration has been 123, a small number of whom have been registered, the balance being kept in abeyance for the Council to deal with. The numbers of renewals issued since February 1st, 1889, were as follows : 1 for 1886, 3 for 1887, 54 for 1888, and 551 for 1889, total 609. The register showed the members in arrears, 86 for 1888, 200 for 1889, as near as I can judge. The statement of receipts and disbursements showed balance on hand at the beginning of the year to have been $5,095.94 ; receipts, $3,865.23 ; disbursements, $5,546.81."

On the motion of Mr. John McKee, seconded by Mr. J. H. Mackenzie, the reports were received and referred to the Executive Committee.

On the motion of Mr. J. E. D'Avignon, seconded by Mr. H. Watters, a committee, consisting of Messrs. Jeffrey and Mackenzie, were instructed to take an inventory of the books and other belongings of the club, with a view to insurance, which the Chairman remarked should be done without delay.

On the motion of Mr. J. J. Hall, seconded by Mr. A. B. Petrie, the Registrar was instructed to have a circular addressed to each man doing business in the Province as a pharmaceutical chemist, inviting him to comply with clause 10, sub-section 1 of section 31, being the recent amendment to the Pharmacy Act passed March last.

Several members thought copies of the whole Act should be sent.

The resolution was passed.

The Chairman suggested that a solicitor should be consulted in the case of E. M. Pearen who had been asked to be present that day at eleven, but did not appear.

Mr. D'Avignon alleged that the charge against Mr. Pearen was alleged forgery, and if that was so, that he should be prosecuted. The fact that the register of apprentices had been altered would interfere with their proper registration as druggists afterwards.

Mr. H. Watters—The question is, can we prove it ?

The chairman said he concurred with Mr. D'Avignon when he said that a lawyer should be consulted.

Mr Lewis was reluctant to tell the Council the exact facts, but said he would inform a lawyer of the whole matter. He felt more annoyed that he had been beaten, so to speak, by Mr. Pearen than from any other cause.

On the motion of Mr. H. Watters, seconded by Mr. J. E. D'Avignon, the mover, with Messrs. Petrie and Lewis, were appointed to consult a solicitor and report.

Mr. J. M. McKee moved, and J. W. Slaven seconded the following resolution :—

"That whereas the report of the Registrar-treasurer of February 16, 1889, shows that the fees from students of this college for the past year have been $5,756, of which sum $4,378 by this statement is due to the professors, and only $1,378 retained by the College, according to agreement (See Sept. Journal, p. 23), which agreement we recommended be cancelled, and the Professors forthwith be notified by Registrar accordingly in view of the rapidly increasing revenue from students and the large amount of money paid out to the Professors, we believe we are warranted in readjusting the salaries so that each of the Professors be paid by the Executive of this College a definite sum according to work performed. Therefore, be it resolved, that the Educational, the Executive, and the Finance Committees do at once confer with the Principal and teaching staff, and endeavour to make satisfactory arrangements with regard to the same. Failing to meet this, or arrive at a satisfactory agreement, that they be further empowered to report as soon as possible upon some plan whereby such an arrangement can be effected."

The mover pointed out that when the school first commenced the amount received by the teachers was only $108. It had been gradually increasing, and although not doubting the ability of the teachers he thought each one only had a right to be paid for what he did. He did not know, however, where they could find another college making so much profit. Last year there had been a profit of $1,388, which the matriculation fees had brought up to $1,600. It was a question whether they could do so with reduced salaries. A cheaper staff might spread an influence against the college.

Mr. A. B. Petrie said that in Philadelphia the scholars were certainly attracted by the prestige of the professors, but in Canada they were obliged to come to the college in any case.

Mr. J. E. D'Avignon pointed out that no one was obliged to come until after the Act had been passed this year.

Mr. J. W. Slaven pointed out that the institution was now $14,000 in debt.

The resolution was carried and the Council adjourned at noon.

Wednesday Afternoon.

The Council met at 3.25, Mr. John A. Clark in the chair.

Mr. Watters reported that along with Mr. Petrie he had been to the office of Messrs. Edgar & Malone, barristers, and saw the former regarding the case of Mr. Pearen. Mr. Edgar thought the correction made in the books was necessary in the interests of the young men.

Mr. Watters, therefore, seconded by Mr. Petrie, moved the following resolution :

"Mr. Pearen not having complied with the request of this Council to appear before the Board to explain the irregularities with which his name has been associated, acting on legal advice it is deemed unadvisable to take any further action in the matter, and it is hereby resolved that no further action be taken."

A communication from Messrs. Edgar and Malone, barristers, was filed along with the resolution stating that in the action of Mr. Pearen, in regard to the apprenticeship of Mr. John A. Dunbar, there was no evidence to sustain an action against him under the Pharmacy Act, and further, that such being the case, no action could be taken under Section 20, looking to have his name erased from the register, and that the firm thought it unwise to press matters against Mr. Pearen.

The resolution was carried.

Mr. A. D. Weeks, chemist, Uxbridge, handed in a letter and an application on behalf of Mr. T. C. Nicholls, B.A., Uxbridge, claiming clemency of the O.C.P. The Chairman, after Mr. Weeks had been heard, told him that as was usual in such cases, the application would be considered by a committee.

An application from John J. Watson, for time served in Hazelton was then lodged and also remitted to the committee.

The following notice of motion was made : Moved by Mr. John J. Hall, seconded by Mr. L. T. Lawrence,—

"That the mover hereby gives notice of motion that he will be at the next semi-annual meeting, bring in a by-law to carry out the provisions of sub-section 3 of section 1 of the amendments in the Pharmacy Act, passed March, 1887, providing for the holding of the elections to this Council by districts, and to amend No. 10 in accordance therewith."

Mr. Slaven moved, and Mr. McKenzie seconded,—

"That the reports of the Executive and Finance Committees be adopted. Accounts amounting to $56 35 were passed for payment."

H. W. Watters moved, Wm. Lawrence seconded, the following resolution :—

(Continued on page 10

SHOP-WINDOW CURES.

"If drugs and physic could but save us mortals from the dreary grave," the Registrar-General's return of mortality would be reduced to *nil*. For, in addition to the swarms of doctors, male and female, in London, licensed to kill or cure, a vaunted remedy for almost every disease flesh is heir to may be bought in nearly every street. Addison said of doctors:—"This body of men may be described like the British army in Cæsar's time. Some of them slay in chariots and some on foot. If the infantry do less execution than the charioteers, it is because they cannot be carried so soon into all the quarters of the town and despatch so much business in so short a time."

But in our days the vendors of "certain cures" do their business much more easily by staying at home and allowing customers to come to them. They do not even trouble to emulate Cotgrave's poor doctor of physic, Pulsefeel, who was accustomed to harangue the public that he could "clarifie your blood, surfle your cheeks, perfume your skin, tinct your hair, enliven your eye, and heighten your appetite." Doubtless vendors of medicines, patent or not patented, find it a profitable business. For one of the characteristics of the true-born Briton is an innate love of physic. Often the most nauseous is esteemed the best, although it may be admitted that the taste for nasty medicine is rather dying out. "To quack of universal cures" has ever been a facile path to public approbation and fortune. Brown wrote:—"Saltimbancoes, quacksalvers, and charlatans deceive the vulgar;" and Burton said, "Many poor country vicars, for want of means, are driven to their shifts to turn mountebanks, quacksalvers and empyricks." Civilization and progress, instead of leading to a diminution of medicines not recognized in the Pharmacopœia of the Royal College of Physicians, has resulted in an opposite effect. For a number of maladies, or, perhaps, it should be said, names of maladies, have been called into existence unknown to our sturdy forefathers. For instance, we have half-a-dozen new designations for what our great grandmothers would have called a "fit of the spleen." And for every new name which is devised by the ingenuity of nosologists at least half-a-dozen remedies appear with mushroom rapidity. Even the medical journals teem with advertisements of so-called remedies not admitted into the Pharmacopœia. Bromidia, "the hynotic which does not lock up the secretions;" elixir of cascara, "laxative, palatable, reliable;" pumiline, "for bronchitis, throat and chest affections, fully recognized by over 500 testimonials;" vinolia, "which will relieve the intensest itching from any cause whatever;" liquor cascara suavis, "registered," are a few among many similar articles advertised in a recent medical journal. Now when orthodox medical journals insert advertisements of the kind they might with grace refrain from, as they sometimes do, calling the lay press to account for the insertion of advertisements of patent medicines. For to the lay mind there really does not appear very much difference between the advertisement of medicated bonbons, "protected by Royal letters patent," in a medical journal, and advertisements of a like character in a daily newspaper.

It is, however, of shop-window cures we now discourse. So profitable does this branch of business seem to have become, that it has overflowed its legitimate position in the chemist's and druggist's mart, and invaded the premises of other tradespeople. Every vendor of sweets, and many grocers, seems to find it profitable to have a special medical agent for sale. In a climate such as this, where coughs, colds, throat and chest affections so prevail, all who sell anything in the way of medicines have certain cures for such prevalent maladies. The number of so-called remedies is legion, and consists of pills, syrups, emulsions, mixtures, tinctures, lotions and potions *ad nauseam*. But there is one called "cough balsam," unblushingly described as the "only known cure for cough, asthma and consumption." Now as cough may depend upon at least fifty different causes, and as consumption kills thousands annually, this must be a very wonderful medicine indeed, and doctors should hide their diminished heads. It is really very stupid of people to go on coughing when they can procure a remedy for a few pence; and quite unnecessary for asthmatics or consumptives to go to the Riviera in the winter when they have a remedy at home. So say the vendors of chest affection cures. The giver of good advice rarely receives his due, otherwise we might say "Don't" to anyone disposed to trust these cures.

Corns and bunions demand a good deal of attention. There are many kinds of corn plasters and several "miraculous cures," which are all "painless, simple and speedy," and which secure "ease, comfort and good temper." One proprietor of a miraculous cure is so enthusiastic that he breaks out into doggrel—

> If corn or bunion trouble you, of this you may be sure,
> That free from pain you soon will be by using ——'s cure.

After this the man who merely advertises a corn rubber is nowhere. We were, however, under the impression that corns originated from pressure or friction, and that the only radical cure was removing that pressure or friction after the corn, if very large, had been taken out. Toothache, being so common, has, of course, a number of cures. A sufferer would dare a good deal to appease the hideous throes of toothache, and when plaintively asked, "Why suffer from toothache when you can cure it by using the toothache pencil?" would certainly try this, that or the other remedy before facing the dentist. But, alas! the dentist's chair is the ultimate fate of the person with an aching tooth, and he may be happy if on leaving the dentist he carries his tooth—in his jaw—along with him. Nervous debility seems almost as responsible as toothache or corns for certain cures. Among the hundreds of medicines devoted to nervous debility there are "best brain tonics," "botanic pick-me-ups," "golden medical discoveries," "damiana wafers," and "syrups" of all kinds. Liver complaints and digestive imperfections are also well supplied. "Candies" and "jujubes," *cum multis aliis*, are all very good for liver and digestion—at least so say the proprietors. There is one advertiser who, having announced, "Remove the cause and the effect will cease," soars boldly above his compeers, and announces, "Head, stomach and liver pills!" It is, however, in the domains of surgery that shop window cures are most pronounced. "Another leg saved!" "Another hand saved!" "Another toe saved!" by a certain ointment and pills is boldly announced. If all is correctly stated with reference to this new ointment and pills, Professor Holloway is outdone. Cancers are exhibited, diseased bone is shown, and corns are produced, all cured by this wonderful ointment. Bills are also distributed purporting to be the history of cures. One begins, "A boy threw a stone and hit him on the finger over six years ago." The remainder of the account may be transferred into, "Affliction sore long time he bore, physicians were in vain," until he was cured by the pills and ointment. Now this was evidently a case of scrofulous disease of the bones, always most tedious, and recovery *post* is not *propter*. We close the list by mentioning first "Oriental pills." Why they are called Oriental pills we do not know, and what they are for we cannot ascertain. The name is curious, for pills in the East, unless introduced by Europeans, are as rare as snakes in Iceland. And, secondly, a cure for chilblains called "Chimethloplastron!" What it means we do not know. And we do not take to it—for the word does not come trippingly from the tongue like the blessed Mesopotamia.

It has been said that faith in the doctor is half the battle. Shop-window cures, however, require more than faith; they demand credulity. Nothing catches a man more than a pretended confidence; and of this among vendors of medicines, patent or not patented, there is no lack. It is astonishing how one is able to persuade oneself into a belief in accordance with one's wishes. Barnum's definition of a humbug was, "A man who gives you your money's worth, but induces you to deal with him by some plausible tale connected with his goods." Shakespeare asked, "Can'st thou not cleanse the stuffed bosom of that perilous stuff which bears upon the heart?" This is not to be

done by nostrums, and not always by doctors. Notwithstanding the vigorous declarations of vendors of nostrums, they do not appear quite sure of themselves. For the names of eminent medical men are freely used—among others, those of Brodie, Blundell, Jenner, Clark. This recalls to mind an anecdote of the Duke of Wellington and Dr. Locock. Meeting one day the Duke said, "Confound you, Locock! I've almost poisoned myself by taking your pulmonic wafers!" "Ah!" answered Locock, "and I have lamed myself by wearing Wellington boots!"—*Globe in C. and D.*

CANADIAN TARIFF CHANGES.

Alizarine, blood albumen, arseniate, biarseniate, chlorate and stannate of soda, tannic acid, tartar emetic, chlorate of potash crystals, gum gedda, gum barberry, grey tartar, fustic extract and quercitron or extract of oak bark, when imported by the manufacturers of cotton and woolen goods for use in their own factories only; and grey tartar, fustic extract, and quercitron or extract of oak bark, for the manufacture of colours, are admitted free of Customs duty until the end of the next session of Parliament.

Sulphate of alumina and alum cake, used as a substitute for alum by papermakers, are placed on the list of articles that may be imported into Canada free of Customs duty.

Sumac, when imported to be used for dyeing or tanning purposes, i.e., manufacturing purposes, not further manufactured than crushed or ground, is placed on the list of articles that may be imported into Canada free.

Camwood, when imported to be used for dyeing or tanning purposes, i.e., manufacturing purposes, not further manufactured than crushed or ground, is also placed on the list of free articles.

A HANDSOME DRUG STORE.

A thing of beauty is a joy forever, and we hope Mr. E. D. Martin, of Ottawa, will long enjoy a successful business in the new premises he has just removed to at the corner of Rideau and Cumberland Streets.

Mr. Martin is one of Ottawa's most enterprising and successful druggists and in the fitting up of his new store he has displayed great taste.

The front store is 50x30 and has two entrances and is lighted by three large plate-glass windows; the ceiling is of polished wood, the floor of granolithic tiles of mosaic pattern; the fixtures are walnut; the counters, two in number, each eighteen feet long, are embellished with show cases, and the handsome show cases on tables occupy positions in the centre of the store. At the further end of the store standing in the centre of an arch ten feet wide is a very fine dispensing case behind which is the dispensing room fitted up with two sets of dispensing scales and in duplicate all the appurtenances necessary for the carrying on of this important part of his business, and though we did not see any of Dr. Brown Sequard's Elixir of Life, we can imagine the grim "Old Reaper" giving his scythe an extra whet when he sees Mr. Bray, the genial assistant, hand out a bottle of medicine to an invalid on whom he has fixed his eye.

Adjoining the dispensing room is Mr. Martin's private office where he deliberates over his books—day, ledger, bank, and wants,—and we hope the two last will always be in a state of congestion. It is here, too, he has a vacant chair, not always vacant, however. I notice it is a little worn already, for the ubiquitous traveller in search for orders he always welcomes cordially, and as his trade is a large one, he usually has the satisfaction of seeing a grateful smile suffuse the countenance of that "noble Bohemian" as he wishes him good-bye.

ON TIME.

A want of punctuality is a fault in a business man that cannot be offset by any other good qualities. It will be constantly causing serious loss of time, money and temper to those who deal with him, and will naturally lead them to look elsewhere for their supplies. Nothing short of an utter impossibility should cause one to neglect the fulfilment of an engagement, or to be behindhand in filling an order.

When the great warehouses of an extensive provision merchant were smoking in ruins, he at once made out a circular and sent it to all who were expecting orders filled, stating that a fire on the premises had caused a delay, but that the next day they expected to dispatch all the goods ordered. It required all the energies of a masterly mind to accomplish the task, and all the hands he could bring to bear upon the business, but it was done, and his many customers had the inconvenience of but a day's delay. It was a part of the man's religion, as well as his business science, to keep no one waiting. That was but one of his many strong points, but they were all of the same reliable character. No wonder he rose to a true and substantial greatness in his chosen line. It is very hard turning over a new leaf in this particular, so it is a good plan to begin right. Prompt, punctual boys are apt to make the same kind of men, and vice versa.

You know that you "boys" are to be the future merchants of the land, however small the chances seem for it now. "The posts of time run swift," and soon one and another will be dropping a line to this department, telling of their small start in business on their own hook. They will be sure of congratulations and good wishes all around, which will be cheering and inspiring, and so far real help to the worker. The habits he is forming while a clerk will, however, decide more than anything else his future success or failure.

If one has fallen into careless, unmethodical habits in any of his affairs, the only safe course is to "right about face." The earlier, the easier. Self-interest alone would prompt such a course as well as honesty towards his employer. [American Grocer.

NECESSITY FOR DISCRETION.

Though occasionally it might prove to be of value for the commercial traveller to hint in an off-hand way that he has received orders from other firms in the same town, still it would be the height of stupidity to tell the fact right out, as many of the brotherhood are in the habit of doing, that Mr. John Smith, for example, has to-day bought goods at such or such a price, and mentioning all the particulars of the sale, with the addition that the man solicited, if he will give the order, shall get the same article at a much lower rate. Any one who has an eye to business can in a moment see what this talk means. Besides, the commercial traveller who adopts such mistaken measures in his attempt to do business, will certainly lose the confidence of the man addressed, for no sensible person can think otherwise than that the agent would say exactly the same thing to a third and fourth customer as to the first and second. Without doubt a customer has the right to feel sure that the amount of his order and the price he paid for goods will not be made known to any business competitor, and he certainly would be little disposed to give his orders to an agent who shows a readiness to gossip about the affairs of neighboring merchants.

The commercial traveller who is wise will either avoid talk about purchases made of him in the place where he is doing business, or will say very little, always avoiding in this case the mention of details. And this even when questions are asked about them, for, though they may be pleased for the moment at having their curiosity satisfied, people will, as a rule, look with suspicion upon the imprudent discloser of other people's business, believing, and not unjustly, that such a man would manifest the same willingness to reveal their secrets to others. Discretion in business matters will probably have its reward in the esteem of others, which readily develops into their confidence.

"Your Committee appointed to examine the claims of W. R. Austin and others to apprenticeship registration under the Pharmacy Act of 1884, recommends that their request be granted, and that all similar requests addressed to the Registrar be similarly treated."

Mr. A. Jeffrey moved, and Mr. McGregor seconded,—

"That in any case where the presence of the Executive or other members of this Council is required in Toronto or elsewhere to attend upon the work of the College, that they be paid their actual expenses out of the funds of the College."—Carried.

The Principal of the College sent a communication acknowledging receipt of a quantity of apparatus and books from Henry Watters, Esq., Ottawa. On the motion of Mr. J. J. Hall, seconded by Mr. Lawrence, Mr. Watters was thanked for the donation.

The Council adjourned at 4.15 until 10 a.m. Thursday morning.

Thursday Morning.

The Council met at 10.30, Mr. John A. Clark in the chair.

A representative of the CANADIAN DRUGGIST, who was present, lodged with the registrar an application on behalf of Mr. Dyas, proprietor of that paper, for access to the various reports made at the semi-annual meeting. The chairman stated the request to the meeting, and after a brief discussion the following resolution was, on the motion of Mr. A. B. Petrie, seconded by Mr. McKee, unanimously passed :—

"That the request of Mr. Dyas, of the CANADIAN DRUGGIST, to be allowed to obtain full reports of this meeting, be granted."

The report of the By-laws and Legislation Committee was read, and, on the motion of Mr. Hall, seconded by Mr. McGregor, they were received.

The meeting adjourned at 11.30, until three o'clock.

Thursday Afternoon.

The Council met at 3.45, Mr. John A. Clark in the chair. All were present except Mr. G. S. Hebart. The Council went into committee of the whole on the motion of Mr. Clark, seconded by Mr. McKee, on the report of the By-laws and Legislation Committee, Mr. Lawrence in the chair.

On clause 1, Mr. Watters moved that the name of J. W. McEachern be inserted as employer.—Agreed. Clauses 2 and 3, dealing with applications, were passed without discussion. Clause 4 having been reached, the chairman read several letters from George B. Dingman, Buffalo, asking what had been done regarding his application for a diploma. In his first try Mr. Dingman had been successful in all subjects except dispensing, but had since passed in that subject. Mr. Sanders, at whose request the correspondence was read, thought the explanations made sufficient, and the clause was passed.

Discussion arose over clause 5, from the fact that the applicant, Mr. A. W. Caton, admitted having been out of business since 1887. Mr. D'Avignon thought Mr. Caton wanted to set his wife up in business, and by saying that on paying up his arrears he would be admitted was paramount to saying that his wife would not. The clause was passed. Clauses 6 and 7 were passed. On clause 8 Registrar Lewis stated that recently he had an application from an apprentice of Hargreaves Bros., of whom one member had not paid fees. Four dollars was still claimed for one of their branches.

Mr. Sanders thought the precedent in McGregor & Parks' case should not rule.

It was explained that three of the Hargreaves had interest in one store and only two in another, and when they made this application they had three businesses.

After further discussion progress was reported, and, on the motion of Mr. Hall, the report, as also the report of the Committee on By-laws, was referred back for amendment. The following is the gist of the reports as finally adopted :

"Your Committee on By-laws and Legislation make the following recommendations : (1) Referring to the two letters of A. L. Foster, of Ottawa, advise that the registrar be instructed to write him, that there being no evidence before the committee that the apprentice did indenture himself as stated it would be necessary for him to send affidavits, duly sworn to by the apprentice and his employer, Mr. J. W. McEachern, proving his cases, and that when received we feel disposed to comply with the request. (2) In the matter of Alfred Wilson, of Radcliffe Infirmary, and the corroberative letter of Richard Bremridge, we recommend the registrar be instructed to write to Mr. Wilson that if he can produce to this Council satisfactory evidence that he is a pharmaceutical chemist of Great Britain, he may register. (3) In the case of W. S. McClintock, of Galva, Ill., we advise that the registrar be instructed to write him that our by-laws prevent the Council recognising his claim for registration, as he has failed to pass on the subject of chemistry, and that at present there is no arrangement for exchange of diplomas with the State Board of Pharmacy of Illinois. (4) In the case of George B. Dingman, of Buffalo, we find by the evidence submitted to your committee that he is entitled to registration. (5) In the matter of A. W. Caton, Owassa, Mich., we recommend the registrar be instructed to write him that on payment of arrears due to this Council he may be registered. (6) We recommend that the registrar be instructed to notify Mr. Geo. M. Everist that his claim, made on behalf of R. E. Sinclair, cannot be recognised, as Dr. G. M. Eastern is not a registered pharmaceutical chemist. (7) The claim of Malcolm C. Rose of six months' service with Mr. Hazelton cannot be entertained, as Mr. Rose's apprenticeship contract was not registered. (8) In the matter of W. A. Hargreaves, of Toronto, your committee would recommend that the precedents established in similar cases are according to the Act, and that we cannot comply with Mr. Hargreaves' request. (9) In the matter of J. H. Emery we are of opinion that his apprenticeship, served in New York State, under E. G. Watts, who is a regularly qualified pharmaceutical chemist of Ontario, though resident in New York State, will count in the same way as if served in Ontario. (10) We have examined the claims of Mr. J. C. Nicholls, largely based on the same grounds as others referred to in the report of the Education Committee of last February, and that like them Mr. Nicholls' claim cannot be entertained. (11) We recommend the application of J. J. Watson, of Toronto, be granted, and that he be credited with the time from January 7 to August 13, 1888, served with Mr. J. C. Hazelton.

In concurrence with notice of motion served upon the Registrar and members of the Council in accordance with by-law No. 20, we recommend that the word "public" in by-law 3 in the sentence "act as public prosecutor when so inserted by the chairman of the Infringement Committee," be struck out, as recommended by the Deputy Attorney General in his letter of May 27. (2) That the phrasecology of by-law 6 be changed so as to read "Two auditors shall be elected by ballot by the Council, said auditors shall not be members of the Council." (3) That in by-law 13 we strike out the words "three years," where they occur first in the by-law, and insert in place thereof first the words "four years" and after the words "pharmaceutical chemist" insert "and has attended two courses of lectures first in any college of pharmacy or school of medicine approved by the Council, the period occupied in attending these first courses may be counted as part of the term of apprenticeship, and the second or senior course at the Ontario College of Pharmacy such course to comprise the following subjects, namely : Pharmacy, chemistry, materia medica, botany and reading and dispensing of prescriptions, and has attained the age of twenty-one years. This shall not apply to those who are registered as apprentices prior to March 23rd, 1889. Such shall only be required to produce a written contract as having served as an apprentice for a term of three years. (4) By-law 14 after the words "charge for" add "engrossed." (5) By-law 10. Regarding the advice in the Deputy Attorney-General's letter of May 27 we recommend that when by-law 10 is dealt with according to the notice of motion given at this meeting, the advice therein contained will be acted upon. (6) By-law 12. We advise that by law 12 be cancelled, and that there be substituted therefor the following : "All apprentices shall, before the term of their contract commences, send to the Registrar of the college the sum of $1, together with a specified form of certificate, signed by the Provincial Inspector of Schools or by the head master of a high school or collegiate institute or other evidence satisfactory to the Council showing that the applicant has passed an examination in the following subjects, namely :

Arithmetic and Mensuration.—Reduction, Simple and Compound Proportion, Vulgar and Decimal Fractions, Square Root, Areas of Rectilineal Figures, Volumes of Right Parallelopipeds.

Algebra.—Elementary Rules, Greatest Common Measure, Least Common Multiple, Fractions, Simple Equations of one Unknown Quantity.

Political, Physical, and Mathematical Geography.

English Grammar and Composition.

And at the same time shall also send to the Registrar a specified form of certificate showing that the applicant has entered into a binding contract with a registered pharma-

ceutical chemist to serve an apprenticeship for a term of four years. This shall not apply to apprentices who are registered prior to March 23rd, 1889. And the foregoing requirements as to registration shall not apply to those who commence their apprenticeship prior to March 25th, 1884, all of which is respectfully submitted.

The report and amendments were adopted.

Mr. McKenzie read the report of the Infringements Committee, and moved that it be received. Carried.

Mr. McKenzie, seconded by Mr. Hobart, moved its adoption.

Mr. Sanders made some objections, stating the work should be done directly through the chairman.

Mr. McKenzie remarked that it was time the Council took decided action in the matter as the country was well-nigh flooded with illegal business.

The motion was carried.

Following is the report: "Your committee believe that it is time that action should be taken by this Board to have the Pharmacy Act more strictly enforced, and we are of opinion that the detective system is by far the best possible way to reach the offenders. A division of the Province into districts will materially assist your committee in reaching many of the offenders, and in view of that we would advise that the registrar in future refer all complaints of infringements to the nearest representative of the district on this Council; and if he is satisfied that such complaint is well founded, he shall at once communicate such fact to the registrar, who shall at once notify the chairman of this committee, who shall have power to pay over to said detective a part of the fine accruing to the College; and that the sum of $200 be placed to the credit of the chairman of the committee, subject to his order, of which an account shall be rendered at each semi-annual meeting of this Council. We recommend the rescinding of all former Acts of this Council conflicting with this report."

The election of scrutineers was the next business. It was moved by Mr. Petrie, seconded by Mr. Mackenzie, That Messrs. McGann and Murchison be appointed. It was agreed that the President cast his ballot on this election, and the above named gentlemen were accordingly elected.

Mr. Jeffrey was appointed to fix the seal of the College in the absence of the Chairman and Vice-President to all documents requiring the same.

On the motion of Mr. Mr. G. S. Hobart, seconded by Mr. McGregor, this resolution was passed,—

"That the registrar be instructed to have printed 2 000 copies of the Pharmacy Act as amended to date, in form and size similar to those in the Poison Books, and that a copy be sent to each druggist in the Province."

Moved by Mr. D'Avignon, seconded by Mr. Sanders,—

"That Messrs. Jeffrey and Mackenzie be appointed to act in conjunction with the President and Vice-President under By-law 5."

This clause relates to the transfer of stock or debentures.

The Council adjourned at 5.15 p m.

Friday Morning.

The Council met at 11.20, Mr. Clark again in the chair.

Mr. J. W. Slaven read the report of the Joint Special Committee composed of the Executive, Finance and Educational Committees, which was adopted. From this report it appeared that the Council have at last succeeded in settling the very difficult question of the Professors' salaries. Under an arrangement entered into in 1886, the Professors have been paid according to the attendance at the College. Under the arrangement effected, each Professor will be paid a definite salary in proportion to the work he does, which it is expected to be a considerable saving to the College, thereby placing the Council in a position to deal with the debt upon the building. The report was adopted.

Moved by J. McKee, and seconded by J. H. Mackenzie,—

"That Mr. F. T. Harrison be appointed by this Council as the demonstrator of practical work as per report of your Committee."

Carried.

Messrs. Watt and John C. Laidlaw were elected auditors of the Council.

It was agreed to give Dr. Slaven a new diploma, his old one having been lost by fire.

The Council adjourned at 11.40 till 2.30.

Friday Afternoon.

The Council met at 3.5, Mr. Clark in the chair. Mr. Jeffrey read the report of the Education Committee, and having been seconded by Mr. Watters, moved its adoption.

Following is a summary of the report,—

"The Principal of the School reports 68 junior and 63 senior students at last term. The fees received amounted to $5,776. The general conduct of the students was in all respects satisfactory. The results of last examination show proficiency fully up to the standard.

"In submitting rules for the guidance of examiners the Committee, among other alterations, suggested that the dispensing clause be altered to the following: The dispensing of five prescriptions with neatness, accuracy and despatch, labelling and furnishing medicine as if designed for patients, the order in which candidates dispensing desk is left and the cleanliness of utensils to be rated."

The report was adopted.

The report of the Committee re the Duties of the Board of Examiners was also read. It contained the following:

"We recommend the appointment of the following gentlemen as examiners for the ensuing two years: Prescriptions, A. R. Fraser; chemistry, B. Jackes; botany, C. R. Sneath; pharmacy, Frank Holman; materia medica, D. S. Sager; dispensing, Wm. Murchison. We think, in view of the increased work devolving upon the examiners, their remuneration should be increased, and advise that each examiner shall receive, as addition to his present remuneration, a further sum of 50 cents for each student exceeding the number of 50, who shall be examined by him. We deem it advisable that By-law 13 be amended by erasing the words 'Professors of the College shall be ex-officio members of the Board of Examiners, and shall act as advisers,' and that the latter clause of By-law 13 reading 'Questions asked by examiners shall be published, and approximate rating of the answers may be furnished to candidates, their parents, employers or teachers,' be struck out."

Mr. Sanders suggested that the report be taken up clause by clause. He explained that a great difficulty experienced by the students was the fact that the number of marks in subjects in which they failed was not made known to them as in the subjects in which they were successful. The Council had set up a standard which was a high one, and did not give an opportunity to students of knowing to what extent they were deficient. All the marks, he thought, should be published.

The report was adopted after a brief discussion.

The report of the Board of Examiners, containing the following, was also approved.

"The number of candidates who presented themselves for examination was 103. Of these 66 entered for all the subjects, 37 for those subjects in which they had previously failed. With an experience of an examination conducted under your proposed rules and regulations, and more especially under that clause requiring that the written part of the work of the examination be examined and completed in the College building and before the examiners separate, we still feel this work can be better and more satisfactorily done at home, and would ask and suggest that such be allowed, and that the examiners be allowed a week in which to return the papers to the registrar; that a meeting of the Board be held before the final result is published, as we understand this is the usual method pursued by the examiners of the Medical College; that the regulation regarding the number and value of written questions be changed so as to read as formerly, and as appeared in the Journal, namely, that the written questions be not more than four-fifths, either in number or value, more especially in the subject of prescriptions, when the value of the oral examination bears directly on the ability of the candidate, and could profitably and justly be enlarged to at least 50 per cent in value."

Mr. Andrew Jeffrey gave the following notice of motion for amendment of By-law 12 to erase the following: "The professors of the College shall be ex officio members of the Board of Examiners, and shall act as advisers, and that the latter clause of By-law 13, reading 'The questions asked at the examinations shall be published, and approximate rating of the answers may be furnished to candidates, their parents, employers, or teachers,' be struck out."

On the motion of Mr. Watters the meeting adjourned at 3.45, to meet at 2 p.m. on the first Tuesday in February, 1890.

THE LONDON DRUG CO.

LONDON, ONTARIO.

J. DOUGLAS, Manager

IMPORTERS OF

Drugs and Druggists' Sundries, Fine Chemicals, Perfumery, and all Goods required by Chemists.

MANUFACTURERS OF

Fluid Extracts, and Fine Pharmaceutical Preparations, Citrate of Magnesia, Etc.

We beg to intimate to the trade, and particularly to those who are commencing business on their own account, that we keep IN STOCK every requirement of a first-class Chemist and Druggist.

We carry full and complete sets of

LABELLED SHELF WARE
DRAWER PULLS
SHOW BOTTLES and VASES
SCALES, WEIGHTS, Etc

and everything necessary for the executing of an opening order on the shortest notice.

Correspondence in regard to Prices, Terms, etc. solicited.

MERCK'S PURE PEPSINE IN SCALES

We have taken a great deal of trouble to put before our friends and the Trade the excellent character of this preparation. It is offered at a reasonable price, and dispensing chemists should put before their Medical friends its well-known merits. It possesses **high digestive powers, is perfectly solvent,** and keeps well. We have it in 1 lb., ½ lb. and 1 oz. bottles.

The London Drug Co., - Importers

LONDON, ONT.

PUT YOURSELF IN HIS PLACE.

It is always in order to talk about the deportment of clerks towards customers, says Geyer's Stationer. Almost every person one meets has a theory on the subject which, on investigation, will be found more or less tinctured with selfishness. Admitting that clerks are not always as affable as they should be, it is just as true, on the other hand, that customers are often at fault in manners, and too frequently excite similar shortcomings in those who are serving them for the time being. Still, in the world of clerks, patience should never cease to be a virtue, and a good salesman or saleswoman will never show a ruffled temper even under the most trying circumstances. Next to affable manners a cool head is of vital importance, for who likes to deal with fussy, confused people, and when rapid work is necessary, as at the busy season in large retail stores, the man or woman with a rather short supply of nerves will generally come out ahead.

Alertness and promptness are conceded requisites and obligingness a positive essential. But the faculty most valuable in a salesman is that of reading character, and if it is backed by ready adaptability and a mind sufficiently well informed to cater mildly to discoverable idiosyncrasies, so much the better.

A salesman's business is, of course, to sell goods, but it is equally his duty to make the store a pleasant place for customers; and above all, to make them carry away a feeling of perfect satisfaction with the business they have transacted. This can be done without giving overweight or over-measurement, which are nothing less than a betrayal of trust, and as reprehensible as giving short weight and measure, the odium of which must, in the nature of things, fall upon the employer.

"Put yourself in his place" is an excellent guide to practice. A clerk who considers what qualities and qualifications he would like in employees were he, himself, an employer of men, and governs his conduct accordingly, will not stray far from the right course. An employer who can, in fancy, put himself behind the counter and view himself from the clerk's standpoint, will be vastly wiser and more successful in his management, and customers who can imagine themselves in the salesman's place, and can comprehend the thousand and one trials they are subjected to by careless and indifferent humanity, will, if they choose, be able to save both themselves and the clerks an infinite amount of wear and tear of nerve force, and at the same time, receive vastly more satisfactory service.

An English syndicate has subscribed $10,000,000 to establish extensive iron and steel works at Vallejo, Cal.

DRUG NOTES.

We would call the attention of druggists to the advertisement of Major's Cement in our advertising columns. Major's Cement has a deservedly increasing sale in the United States and is now extensively sold throughout the Dominion. Mr. Major is now giving away to druggists a handsome thermometer 24 inches long with orders for his goods. These cannot help of themselves to be quite an attraction and aid to business, and we would advise our subscribers to write A. Major, 232 William St., New York, mentioning the CANADIAN DRUGGIST, for prices and terms.

The Stillman Remedies Company, of 58 West 55th St., New York, have opened a Canadian agency for the sale of their celebrated Garfield Tea at 28 Yonge St. Arcade, Toronto, Ont. The trade will be supplied with free sample packages and advertising matter by writing to D. Densmore & Co., 28 Yonge St. Arcade, Toronto, and mentioning the CANADIAN DRUGGIST.

"You dirty boy" appears in our advertising columns this week. The sale of Pears' Soaps is now something enormous, and the proprietors are spending their thousands in bringing and keeping them before the public. No druggist's stock is complete without a full assortment of these goods. J. Palmer & Son, of Montreal, are the Canadian agents for Pears' Soaps and carry a complete stock of them, together with a large variety of druggist's sundries, toilet goods, sponges, etc.

Smith & McGlashan's travellers are now on the road with samples of holiday goods in all materials and designs. An inspection of their samples will satisfy you as to the excellency of their goods.

We would draw the attention of the trade to Lyman, Knox & Co.'s advertisement (on the inside of cover opposite first page) of some of their specialties. This young and enterprising firm have made a place for themselves in the front rank of the trade, and we are pleased to say that they deserve the confidence and popularity so quickly gained.

The demand for Wilson's Fly Poison Pads has been larger this year than ever before. This well-known article kills flies in large quantities, lasts a long time, comes in a very convenient and safe form, sells at sight, and pays the druggist a large profit. The trade should push it in their own interests.

A. B. Petrie, Guelph, is spending the summer on his island in Muskoka.

Short, timely articles upon subjects of interest to pharmacists are solicited for this department. In order to be in time for publication in the issue of a given month, they should be in the editor's hands on the third day of the month.

Always send your proper name and address: we do not publish them unless you wish: if you do not, please use a distinctive nom-de plume.

Write on one side of the paper only; and devote a separate piece of paper to each query if you ask more than one, or if you are writing about other matters at the same time

RUNNING THE DRUG BUSINESS INTO THE GROUND.

Editor CANADIAN DRUGGIST:

DEAR SIR.—It has come to my knowledge that a druggist doing a large business in Ontario supplies a physician with his medicines at so much per year, the sum fixed being the average of three previous years to making this bargain. I am anxious to get hold of a shoemaker, baker, grocer or dry-goods merchant who will supply my family on that basis. Of course my family is on the increase, but that is all right for me. What can an association do in a case of this kind.

A MEMBER OF AN ASSOCIATION.

SELLING AT COST.

Editor CANADIAN DRUGGIST:

DEAR SIR.—What is meant when a druggist says I am selling at cost. Does he mean that he sells at invoice price or does he add rent, taxes, insurance, printing, freight, breakage, waste, tickets to shows, public subscriptions, required by being in business, (not charity) salaries, including a fair salary for himself, a small amount for sundries, also interest on capital invested, making in all from 18 to 25 per cent. on the invoice price of all goods. That is, an article costs in the wholesale house $1. Its cost price when handed to customer is $1.20. Would like to hear how others figure this up and if my cost is too high, and if I must reduce expenses. Yours very truly, DRUGGIST.

A correspondent, writing from Herrington, Kansas, sends the following prescription recently filled by him. We are assured by a local connoisseur that the mixture is considered as "powerful good for snakes," when spiritus frumenti can be obtained:

One ounce of hors horn.
one Ounce Alker Hall one
onse sweate Owl A smale
Lump Of cam For Gum.—[Nat. Druggist.

DISCRETION.

Who can do business without advertising? In this advanced age, when competition is so great, he that runs the race without advertising eventually gets left. It is considered one of the most important branches of a business man's education to know how to advertise judiciously, and to do it so as to attract attention, and place it where it will do the most good. It is looked upon as much a part of contingent expenses as rent, insurance, etc. A certain percentage out of the profits of each year should be decided on to be expended for the next year's business, and the sum increased in proportion to the increase of business. To do business, a business must be advertised.—[Manufacturer.

HOW TO BUY.

"How can I buy best?" is a question that agitates more than one mind in the commercial world, and one that very seldom is solved to the perfect satisfaction of the querist. I propose to go into some of the phenomena of the art of buying in this issue and, if possible, portray some of the obstacles in the way of the non-successful purchaser. There are two prominent classes of successful buyers, which are subdivided into many, but I intend to treat of these two only at this time, first among these, and the most favoured is the one who has intimate knowledge of that which he intends to buy, and who is thoroughly informed as to the best goods to purchase; the prices; where they are from, etc. The second best buyer is he who makes a great plunge among those from whom he intends purchasing and endeavours to impress them with his importance as a buyer, and his pretended knowledge of the subject on hand. This last fellow is styled the bulldozer. As to which one of these two classes of persons buy the closest and best there can be no dispute, the person of knowledge is free and unfettered because he is on an equal or superior footing to him from whom he intends buying, inasmuch as his information gives him the necessary leverage. The second is in the power of the seller because if a misstatement of fact is made, the purchaser is at a disadvantage in not knowing whether it is fact or not, and he has to rely upon his powers of depreciation and arraignment of the goods to carry him to success.

I remember once being in a merchant's store and his tactics and manners on that occasion created the impression, which has lasted up to the present time, that he was the best buyer, or at least one of the best, I ever met. I will tell you what he did and you can then see for yourself. I walked in and awaited my turn; as soon as he was at leisure he came to me, and telling me his name, asked me if I wished to see him personally. I answered him I wished his attention, and told him my business. He said he was exceedingly busy and would like me to call again. I specially requested his time for a short space, and he gave me five minutes. I pulled out my watch and taking it off the chain laid it upon the counter, open. I commenced to tell him about my goods, and as fast as I could, dealt out the points respecting them. As the minute hand crossed the point, and my time expired, I was in the middle of a sentence, but I stopped abruptly and informed him "time was up." He said he was sorry he could not grant me a longer interview as he had an engagement "but" said he, "I am interested in the information you have imparted, and I want you to come and see me when I have time to listen." I promised I would, and did so. I went into all the details. I gave him all the knowledge I had amassed by months of study of that one object, and when I left him it was with a feeling of satisfaction that I had been partly repaid for my labour in informing myself of the subject, and that man at least knew enough to buy of that commodity intelligently.

The great difficulty in the way of most merchants becoming good buyers is because they are not satisfied to expend from three to five minutes with a salesman when he comes into their stores in finding out his prices, goods, etc., so that when the next one comes along if his prices are below he can take advantage of it, but at any rate, I would suggest the following to all merchants: Treat the salesman coming to your store with courtesy, politeness, and consideration, and you may be sure you will receive in return information that will repay you for the expenditure. I am sorry to say a great many business men forget that a compliment to their credit is paid to them when a man enters their stores to solicit their trade. Then remember the "goods well bought are half sold."—[Review.

To the Trade.

JUST RECEIVED

A FRESH SUPPLY

Carlsbad Sprudel Salts

Small, per dozen, $7.00. Large, per dozen, $13.00

Carlsbad Sprudel Waters

Per case of 50 bottles, $15.00. Per dozen, $4.00

Æsculap Water

Per case of 25 bottles, $12.00. Per dozen, $6.50.

Davis & Lawrence Co., Ltd., Montreal

SOLE AGENTS FOR CANADA.

FILL ORDERS PROMPTLY.

I was chatting a few days ago with a down-town stationer on the subject of filling orders. Strange as it may appear, this merchant held the opinion that the most pernicious, if not the most damaging, habit in daily business was the lack of promptness in supplying what was ordered. "To secure an order," said he, "some men will promise anything and everything. You may ask as a favor to have your order filled on the day agreed upon, and he will promise faithfully that it shall be done. You then make your arrangements and find that you cannot execute them. The worst of it is that some of the men who make these promises are of business repute. They mean well, no doubt, but I contend that they should show more regard for their word and respect for other people's business."

These are somewhat severe words, yet they are probably warranted, although the breach of faith complained of is not common. Business men, as a rule, while anxious to obtain an order, are equally as anxious to fill it, for the very obvious reason that the motive governing them in the one case is the same which governs them in the other. The truth is that in these competitive times everyone is desirous of doing all he can, and hence he accepts orders with the belief that, barring accidents or other unforeseen circumstances, he will be able to redeem his promise. Of course the wilful promise breaker and his business, too, regulate themselves, for if a man's word is not to be generally trusted, depend upon it his goods will not find a very extensive patronage for any length of time.—[Stationer.

A PRACTICAL SYSTEM.

Some business men do a vast amount of work without any apparent effort ; they are rarely, if ever, rushed, and are seldom compelled to seclude themselves from their friends on account of the pressing demands of their business. Other people, who really accomplish very little, are always in a hurry ; they seem to have a dozen things to do at once, and the result is, they are in a state of almost perpetual confusion, and the little they accomplish is only done by the greatest difficulty. In a very small country store perhaps a merchant can get along without any system or method in conducting his business. He knows where everything is in his stock, and can lay his hands on it at a moment's notice, and if a customer calls for it he can serve him without any very great amount of trouble ; but, on the other hand, if he is at the head of a vast business, some great establishment, perhaps, in which there are a hundred departments, it would be utterly impossible for him to keep track of things without the most methodical arrangement throughout the concern with which he is connected. Our great merchant leaves the details of his business to subordinates, who are accountable to him that everything goes right in the departments over which they are placed. Some of the great establishments in our city employ thousands of men, yet so perfect is the system that every man can be located at a moment's notice, and the closest watch can be kept upon the work which he is doing. There is a system for receiving and shipping goods, a system for keeping track of stock while in the hands of the producer or dealer ; there is a cash system, a system of book-keeping by which a mistake of a penny can be detected at the close of every day's business. It is only by these wise and sensible precautions that a great business can be carried on successfully. Thousands of losses, little and great, are averted that would certainly occur did not this watchfulness prevail in every department.

A writer in the Detroit Free Press said not long ago that "there are some occupations which compel those who follow them to be orderly and methodical. There are none in which these qualities, where they have been neglected, can not be cultivated to good advantage. Deficiency in them is far from being a token of genius. It signifies something of indolence and much that is slipshod. Every man knows whether or not he is as orderly and methodical as he should be. If he is not, unless he is too old to attempt the task, he should endeavour to improve in these respects. There is no danger of his carrying it to that excess which marks persons who have a passionate love of order, but there is a likelihood that he will materially lighten his work, or find that he can do much more than he has been in the habit of doing."

It seems to the Criterion that this is the keynote of a business man's success. No man who conducts his business in a slipshod manner can expect to achieve desirable results. He should determine to be orderly and methodical at the very commencement of his career. Order soon becomes a habit with a business man, and by its observance he is enabled to do a hundred things that it would be impossible to accomplish if he did not go at them in the handiest and most effective manner.—[Grocers' Criterion.

BRAINS IN BUSINESS.

One secret of success in business the secret, in fact, of success on a large scale—is to conceive of it as a matter of principles, not merely as a series of transactions. There are great merchants as there are great statesmen, and there are small merchants as there are small politicians, and the difference is very much the same in both professions. The small politician works by the day, and sees only the one small opportunity before him, the small merchant does the same thing—he is looking for the next dollar. The statesman, on the other hand, is master of the situation, because he understands the general principles which control events ; this knowledge enables him to deal with large questions and to shape the future. The great merchant does the same thing, his business is not a mere money-getting affair, not a mere matter of barter, but a science and an art ; he studies the general laws of trade, watches the general condition of the country, investigates present needs, foresees future wants, and adapts his business to the broad conditions of time and place. He puts as much brains into his work as does the statesman, and he ends by being not a money getter, but a large minded and capable man. An eminently successful business man, of statesmanlike quality, said the other day that the more he understood of life the more clearly he saw that it was all done on business principles. By which he meant, not only that the universe stands for the dollar, but that the universe is governed by unvarying laws, that promptness, exactness, thoroughness and honesty are wrought into its very fibre. On these business principles all life is conducted, if not by men, at least by that power which is behind man. It ought to be the ambition of every young man to treat his business from the point of the statesman, and not from that of the politician.

DRUG MARKET REVIEW.

August 10, 1889.

Business for summer months has kept up very well, and for the past month there have been no notable changes in value.

Quinine is dull; there is a strong impression that quinine will not be any lower; an upward move seems probable.

Morphia and Opium, slightly advanced.

In Camphor there is a large demand and a further advance probable.

We were in error regarding duty being taken off tannic acid, it is only free when imported by manufacturers for manufacturing purposes.

Cubebs are dear and scarce, supplies are smaller every year.

Cascara Sagrada has gone back to old prices.

Pot Iodide and Bromide are unchanged.

Fair demand for Insect Powder ; prices unchanged.

Mercurials are all higher.

Oil Anise will probably be higher as the bulk of it has passed into the hands of three holders. The basis of the speculative movement is owing to the probability of a stoppage of the shipment owing to a disagreement between the producers in China and the importers here.

Balsam Copaiba will probably be lower; the high price was caused by the crop last year not being marketed by the South American natives. The result was high prices which stimulated the natives to great activity in gathering and forwarding the balsam, and stocks have accumulated rapidly, so that at present there are 40,000 lbs. in first hands in European markets.

Golden Seal Root is unsettled and the tendency is to higher prices. Senega is in about the same position. Serpentaria continues to advance.

Coca Leaves reported advanced.

Caffeine and Salts are cheaper.

Glycerine unchanged, but there has been a sharp advance in crude.

In Gallic and Tannic Acids the reports of short crops from China are confirmed. Galls have gone up 10 to 15 per cent., and we may soon have to ask more money for Gallic and Tannic acids.

In Sulphonal the extremely keen competition between the eight or ten manufacturers has resulted in a decline in price. As things are it seems advisable to order only for immediate wants.

Oil Sassafras is likely to be dearer.

Opium, cuttlebone, quicksilver, anise oil, golden seal root, senega root, serpentaria root, shellacs, star anise, cassia, cloves, allspice have advanced.

D. S. Sage, Brantford, is doing the Continent. Mr. Charles Miller is looking after his business.

C. H. Moderwell, formerly of Stratford, now with Caswell, Massey & Co., New York, was visiting old friends in Stratford and vicinity.

♥ WILSON'S ♥
FLY · POISON · PADS.

If there is a Druggist in Canada who is not selling them we say to him, You are losing money every day, you are losing opportunities of selling your customers goods which will give complete satisfaction, and bring them back to your store.

No other Fly Poison has ever had the same sale in Canada, or given the same satisfaction.

PRICE PER BOX OF 50 PACKETS, $2.50, OR THREE BOXES FOR $7.00. RETAIL PRICE, 10 CENTS.

ARCHDALE WILSON & CO.

WHOLESALE DRUGGISTS, - - HAMILTON, ONT.

CANADIAN DRUGGIST PRICES CURRENT.

CORRECTED TO AUGUST 10, 1889.

The quotations given represent average prices for quantities usually purchased by Retail Dealers. Larger parcels may be obtained at lower figures, but quantities smaller than those named will command an advance.

Acid, Acetic	lb.	$ 12½	$ 15
Arsenic	"	26	27
Benzoic, English, (from benzoin,)	oz.	25	30
Boric	lb.	25	30
Carbolic, Crystals, super	"	1 35	2 15
Commercial	"	50	70
Citric	"	65	70
Gallic	"	1 45	1 80
Hydrocyanic	oz.	10	12½
Hydrobromic, dil	"	30	45
Lactic, concentrated	lb.	3 50	4 00
Muriatic	"	3½	6
chem. pure	"	20	22
Nitric	"	11	18
chem. pure	"	25	30
Oxalic	"	13	14
Phosphoric, glacial	"	1 55	1 90
dilute	"	17	25
Salicylic	"	2 00	2 50
Sulphuric	"	2½	5
chem. pure	"	19	22
Aromatic	"	50	60
Tannic	"	1 10	1 40
Tartaric, powdered	"	50	55
Alcohol, pure, 65 o. p. by bbl., net	gal.	3 28	
By gal	"	3 60	
Allspice	lb.	13	15
Powdered	"		20
Alum	"	2½	3
Ammonia, liquor, 880	"	13	18
Aromatic Spirits	"	40	45
Bromide	"	75	80
Carbonate	"	12	15
Iodide	oz.	50	60
Muriate	lb.	12	14
Annatto	"	30	35
Antimony, black, powdered	"	13	15
and potas, tart	"	55	60
Arrowroot, Bermuda	"	45	50
Jamaica	"	14	32
Arsenic, Donovan's solution	"	30	33
Fowler's solution	"	12½	15
White	"	6½	8
Balsam, Canada	"	45	50
Copaiva	"	1 00	1 10
Peru	"	2 50	2 75
Tolu	"	65	70
Bark, Bayberry, powdered	lb.	$0 18	$0 20
Canella Alba	"	13	10
Cassia	"	18	22
Ground	"	25	30
Cinchona, red	"	50	2 40
Powdered	"	60	2 50
Calisaya, yellow	"	1 00	1 40
Pale	"	90	1 00
Rub	"	50	1 00
Elm, selected	"	15	18
Ground	"	18	20
Flour, packets	"	28	30
Orange Peel, bitter	"	16	70
Soap, Quillaya	"	14	18
Sassafras	"	12	15
Wild Cherry	"	10	12
Bean, Tonka	"		2 50
Vanilla	"	7 00	9 00
Berry, Cubeb	"	2 50	2 75
Powdered	"	2 60	2 80
Juniper	"	13	15
Bismuth, sub-carbonate	"	3 00	3 10
Sub-nitrate	"	2 50	2 60
Liquor	"	35	40
Borax	"	12	13
Powdered	"	13	15
Butter, Cacao	"	75	80
Camphor, English	"	52	55
American	"	45	47
Cantharides	"	2 00	2 25
Powdered	"	2 10	2 25
Capsicum	"	25	32
Powdered	"	30	40
Carbon, bisulphide	"	17	20
Chalk, French, powdered	"	6	10
Precipitated	"	10	12
Prepared	"	5	6
Chloroform, pure	"	1 10	1 20
D. & F	"	1 75	1 90
German	"	65	75
Chloral, hydrate	"	1 35	1 60
Cinchonine, muriate	oz.	15	20
Sulphate	"	20	25
Cinchonidia, sulphate	"	15	25
Cloves	lb.	35	40
Powdered	"	40	43
Cochineal, S. G.	"	40	45
Cocaine, mur	oz.	6 00	7 00
Collodion	lb.	75	90
Confection, senna	"	25	50
Copper, sulphate	"	8	9
Copperas	"	1½	2½
Cream Tartar, powdered	"	30	32
Creosote, wood	"	2 00	2 30
Cudbear	"	18	30
Cuttle-fish Bone	lb.	$0 30	$0 35
Dextrin	"	10	12
Epsom Salts	bbl.	1½	2
Ergot	lb.	75	1 00
Ether, acetic	"	75	80
Nitrous, spirits	"	50	55
Sulphuric, 720	"	35	75
Extract, Belladonna	"	1 75	3 25
Colocynth, Co.	"	1 25	1 75
Gentian	"	50	60
Hemlock, Ang	"	1 00	1 10
Henbane "	"	2 75	3 00
Jalap	"	2 50	3 00
Logwood, bulk	"	13	15
" packages	"	15	18
Mandrake	"	1 75	2 00
Nux Vomic	oz.	20	30
Opium	"	75	80
Rhubarb	lb.	4 00	5 00
Sarsa. Hond. Co	"	1 00	1 20
" Jam Co	"	3 00	3 35
Taraxacum, Ang	"	70	80
Fowlers, arnica	"	22	25
Chamomile	"	40	45
Flowers, Lavender	"	7	12
Rose, red, French	"	2 40	2 60
Galls, powdered	"	25	30
Gelatine, Cox's 6d	doz.	1 20	1 25
French	lb.	50	60
Glycerine, 30° tin or	"	22	25
Price's	"	70	80
Green, Paris	"	20	22
Gum, Aloes, Barb	"	30	66
Aloes, Cape	"	20	25
Socot	"	45	80
Powdered	"	70	75
Arabic, select	"	1 00	1 10
" powdered	"	1 10	1 20
Sorts	"	75	80
" powdered	"	85	90
Assafœtida	"	24	28
Benzoin	"	50	90
Catechu	"	14	16
Gamboge	"	1 20	1 30
Guaiacum	"	60	90
Myrrh	"	48	85
Opium	"	3 75	4 00
Powdered	"	5 50	6 00
Scammony, powdered	"	6 25	7 00
Virg	"	12 50	14 00
Shellac, orange	"	32	35
Liver	"	25	28
Storax	"	55	65
Tragacanth, flake	"	75	1 00
Common	"	25	65

Herb, Boneset	lb.	$0 20	$0 25
Goldthread	"	60	75
Horehound	"	15	20½
Lobelia	"	15	20
Honey	"	20	30
Hops	"	30	40
Ichthyol	oz.	40	50
Indigo, Madras	lb.	75	90
Insect Powder, pure	"	50	55
Iodine, commercial	"	5 00	5 50
Resublimed	"	5 50	6 00
Iron, carbonate, precipitated	"	16	20
Saccharated	"	35	40
Chloride, solution, B. P.	"	15	18
Citrate and Ammonium	"	75	80
" and Quinine	oz.	20	40
" and Strychnine	"	18	20
Dialyzed, solution	lb.	50	75
Iodide, syrup	"	40	45
Pyrophosphate	"	1 00	1 00
Sulphate, pure	"	8	10
Iodoform	"	6 00	7 00
Japonica	"	8	9
Lead, Acetate, white	"	12	14
Sub-Acetate, sol	"	10	12
Leaf, Belladonna	"	25	30
Buchu	"	18	20
Coca	"	75	90
Digitalis	"	25	30
Eucalyptus	"	25	35
Hyoscyamus	"	25	30
Jaborandi	"	50	60
Matico	"	75	80
Senna, Alexandria	"	50	75
Tinnevelly	"	15	25
India	"	15	17
Stramonium	"	25	30
Uva Ursi	"	15	17
Leptandrin	oz.	50	60
Lime, Chloride	lb.	3½	4½
Packages	"	6	7
Hypophosphite	"	1 50	2 00
Phosphate	"	35	38
Sulphite	"	10	11
Liquorice, Solazzi	"	45	50
Pignatelli	"	35	38
Y. & S. Pellets	"	40	00
Other brands	"	14	35
Lye, concentrated	doz.	90	1 00
Madder, best Dutch	lb.	12½	14
Magnesia, Carb., 1 oz	"	20	22
Carb., 4 oz	"	16	20
Calcined	"	55	65
Citrate, gran	"	10	75
Sulphate	"	1¼	3
Manganese, black oxide	"	4½	6
Manna	"	1 75	
Menthol	"	4 50	5 00
Mercury	"	75	85
Ammoniated	"	1 30	1 45
Bichlor	"	1 10	1 20
Biniodide	"	4 50	4 75
Bisulphate	"	1 15	1 25
Chloride	"	1 20	1 30
C. Chalk	"	55	60
Nitric Oxide	"	1 25	1 30
Oleate	"	1 25	1 30
Morphia, Acet	oz.	1 80	2 00
Muriat	"	1 80	2 00
Sulphat	"	1 90	2 00
Moss, Iceland	lb.	9	10
Irish	"	10½	12
Musk, Tonquin, rue	oz.	36 00	40 00
Canton	"	75	80
Nutmegs	lb.	1 00	1 05
Nux Vomica	"	8	10
Powdered	"	22	24
Oil, Almond, bitter	oz.	75	80
" Sweet	lb.	50	60
Amber, rectified	"	65	70
Anise	"	3 00	3 20
Bergamot	"	3 75	4 00
Cajuput	"	1 25	1 50
Caraway	"	3 50	4 00
Cassia	"	1 50	1 57
Castor	"	9	15
Cedar	"	75	1 25
Citronella	lb.	$0 85	$0 90
Cloves	"	2 50	2 75
Cod-liver, N. F	gal.	90	1 00
Norwegian	"	1 50	1 75
Cotton Seed	"	1 00	1 10
Croton	lb.	1 25	1 50
Cubeb	"	15 00	16 00
Geranium, India	"	3 00	3 20
Hemlock	"	75	80
Juniper	"	65	70
Lavender, English	oz.	1 75	1 90
French, pure	"	75	1 00
Lemon	lb.	1 90	2 20
Lemon Grass	"	1 50	1 60
Linseed, boiled	9 lb., gal.	62	65
Raw	"	60	65
Neatsfoot	"	90	1 00
Olive, common	"	1 30	1 40
Salad	"	2 00	2 75
Orange	lb.	2 75	3 00
Origanum	"	60	75
Pennyroyal	"	1 75	1 90
Peppermint, English	"	1 00	2 00
American	"	3 25	3 75
Rose, Kissanlik	oz.	9 00	14 00
Good	"	6 25	8 50
Rosemary	lb.	70	75
Sandalwood	"	5 50	8 00
Sassafras	"	65	75
Seal, pale	gal.	55	60
Sperm, winter bleached	"	1 90	2 00
Tansy	lb.	4 25	4 50
Union Salad	gal.	1 10	1 15
Wintergreen	lb.	3 20	3 50
Wormwood	"	6 00	6 57
Ointment, mercurial	"	65	70
Citrine	"	35	38
Opium. See Gum.			
Orange Peel	"	16	17
Pepsin, Eng	"	3 00	3 50
Saccharated	"	5 25	6 00
Pepper, black	"	22	25
Powdered	"	25	27
White powdered	"	38	40
Pill, Blue, Mass	"	60	65
Pilocarpine	gr.	6	12
Pitch, black	bbl.	3 75	4 00
Burgundy	lb.	13	15
Phosphorus	"	90	1 00
Podophyllin	oz.	40	45
Poppy Heads	100	90	95
Potassa, caustic, white sticks	lb.	65	70
Liquor	"	10	12
Potassium, Acetate, granulated	"	50	55
Bicarbonate	"	17	20
Bichromate	"	12	13
Bitartrate (Cream Tartar)	"	30	35
Bromide	"	55	58
Carbonate	"	13	15
Chlorate	"	18	20
Cyanide, Fused	"	40	52
Iodide	"	3 75	4 00
Nitrate	"	9	11
Permanganate	"	60	65
Prussiate, yellow	"	35	38
And Sodium Tartrate (Rochelle Salt)	"	32	38
Sulphuret	"	25	27
Quassia	"	9	10
Quinine, Howard's	oz.	45	47
German	"	35	40
Rosin, strained	bbl.	2 75	3 75
Clear, pale	"	4 50	5 00
Root, Aconite	lb.	24	25
Blood, powdered	"	20	22
Cohosh, black	"	13	15
Colchicum, German	"	25	35
Columbo	"	20	22
Powdered	"	30	35
Curcuma, ground	"	13	15
Elecampane	"	15	17
Powdered	"	20	22
Gentian	"	10	12
Ground	"	12	14
Powdered	"	15	17
Ginger, E. I.	"	12	18
Ginger—			
Powdered	lb.	$0 14	$0 20
Jamaica	"	24	28
Powdered	"	25	28
Golden Seal, powdered	"	1 00	1 10
Hellebore, white, powdered	"	13	15
Ipecac	"	2 50	2 60
Powdered	"	2 75	3 00
Jalap, powdered	"	38	40
Licorice, select	"	13	15
Powdered	"	14	15
Mandrake	"	16	18
Orris, Florentine	"	17	20
Powdered	"	24	26
Pink	"	90	95
Rhubarb	"	35	90
Fine trimmed	"	2 40	4 50
Powdered	"	60	2 25
Sarsaparilla, Honduras	"	50	53
Jamaica	"	60	65
Mexican	"	20	25
Seneka	"	75	85
Squill, white	"	15	20
Valerian, English	"	18	20
Sal Soda, by bbl	"	1½	3
Saccharin	oz.	1 25	1 50
Salicin	lb.	3 25	3 75
Santonin	"	2 50	2 75
Seed, Anise, Italian	"	14	15
" Star	"	35	38
Canary, Sicily	"	4	5
Caraway	"	10	12
Cardamon, Malabar	"	1 00	1 25
Decorticated	"	1 50	2 00
Celery	"	25	30
Colchicum, German	"	90	1 00
Coriander	"	10	12
Flax, cleaned, Ontario	100 lbs.	3 25	3 50
Imported	"	0 00	0 00
Fenugeek, powdered	lb.	7	9
Hemp	"	5	5½
Mustard, white	"	9	11
Powdered	"	20	45
Rape	"	8	9
Saffron, American	"	35	50
Spanish	oz.	1 10	1 25
Sage	lb.	7	8
Silver, Nitrate	cash, "	11 00	13 00
Soap, Castile, mottled	"	8½	12
" white	"	13	16
Soda, Ash	keg or cask,	1¾	2¼
Caustic	drum or	2¾	5
Sodium, Acetate	"	25	30
Bicarb. Howard's	"	16	17
" Newcastle	keg	2 50	2 75
Carbonate, crystal	lb.	2½	3
Hyposulphite	"	3	4
Salicylate	"	2 25	2 50
Sulphate, Glauber's Salt	"	1½	3
Strychnine, crystals	oz.	1 10	1 25
Sulphur, precipitated	lb.	13	20
Sublimed	"	3	4
Roll	"	2½	3½
Tin, Muriate, crystals	"	35	37
Tamarinds	"	14	15
Tar	bbl.	4 50	4 75
Barbadoes	lb.	10	12
Terebene	"	75	90
Turpentine, Spirits	gal.	60	75
Chian	oz.	90	2 50
Venice	lb.	10	13
Veratria	oz.	2 00	2 50
Verdigris	lb.	35	55
Wax, white, pure	"	55	75
Yellow	"	42	45
Paraffine	"	17	20
Woods, Camwood	"	5½	8
Fustic, Cuban	"	2½	3
Logwood, Campeachy	"	2¾	3
Quassia	"	9	10
Redwood	"	3½	5
Zinc, Chloride	"	1 10	1 25
Oxide	"	13	60
Sulphate, pure	"	9	12
" common	"	7	9
Valerianate	oz.	25	28
Sulphocarbolate	lb.	1 00	1 10

Printed for the Publisher by the Grocer Publishing Co., Printers and Publishers, 5 Jordan St., Toronto.

CANADIAN DRUGGIST.

VOL. I. TORONTO AND STRATHROY, SEPT, 1889. No. 3.

THE CANADIAN DRUGGIST,

5 Jordan Street, Toronto, Ont.
And Strathroy, Ont.

WILLIAM J. DYAS, - - Editor and Publisher.

SUBSCRIPTION, $1 PER YEAR, IN ADVANCE.

Advertising Rates on Application.

The Canadian Druggist is issued on the 15th of each month, and all matter for insertion should reach us by the 5th of the month.

All cheques or drafts, and matter intended for the editor, to be addressed to Box 438, Strathroy, Ont.

New advertisements or changes to be addressed

CANADIAN DRUGGIST, 5 JORDAN STREET, TORONTO.

KENT DRUGGISTS' ASSOCIATION.

First regular meeting of Kent County Druggists' Association, held in Gainer House parlor, Chatham ; meeting called to order 8.30 p.m.

President Pilkey in the chair.

Minutes of last meeting read and approved.

Communications were read from a number of county druggists asking to be placed on membership roll, and promising support.

Letters addressed to Secretary regarding price list were read, also from W. J. Dyas, editor CANADIAN DRUGGIST *re* proceedings.

From W. G. Smith, Guelph, notice of meeting of secretaries in Toronto.

Letters and telegrams from a number of members unable to be present. Report of constitution and by-law committee, and committee on prices were presented.

Your committee on constitution and by-laws have adopted the constitution and by-laws of the Hamilton District Association, with the following changes and additions :

Article I.—This Association be called The Kent County Druggists' Association.

Article V.—The admission fee for membership shall be $2 (two dollars) and annual subscription fee shall be $1, or such sum as will be necessary to meet association expenses, payable at any time after the first regular meeting in each year, on draft or call of the treasurer.

Article VII.—Same as Hamilton district, substituting "September" for "October."

Article IX.—Same as Hamilton district, substituting "three" for "five" members.

Article XIV.—The regular meeting of the Association shall be held the first Tuesday in September, December, March and June of each year, and subsequent meetings from time to time as may be agreed upon or called by the President.

Article XV.—Same as Hamilton district, substituting "five" for "eight" members.

On by-laws your committee adopted the by-laws of the Hamilton District Association, except clause No. V., substituting "within thirty days" in place of "without delay" ; also, after president, insert "their decision shall be final unless the member so charged shall, within three days from the communication to him of such decision, give notice of his intention to appeal from the decision of the committee to the Association, and the decision of a majority of the members present shall be final.

By-law No. XI., omitting last clause.

R. A. CLARK, JAS. CROOKSHANK,
A. E. PILKEY,
Committee on Constitution and By-laws.

Report of Committee on Prices :—

Your Committee appointed on prices, after examining price list of association districts 6 and 10, herewith attached, are agreed, that, with additions, the attached price list would be suitable for the Kent Co. Association, and it is the opinion of your Committee, that, in order to make the Association a complete success, every druggist should subscribe to the prices and agree to follow the prices in every case.

Your Committee are also of the opinion that if a price book could be compiled, suitable for all druggists in the Province, it would be a move in the right direction, as well as being a considerable saving in cost of printing.

S. D. BRADLEY, A. E. PILKEY,
I. L. DAVIS,
Committee on Prices.

Moved, seconded and carried, that the report of the Constitution Committee, and report of Price Committee be received and adopted.

Moved by Mr. Graham, seconded by Mr. Bowden, that fifty copies of Constitution and By-laws be printed, also the report of Committee on Prices be included, and a copy be sent to each member.—Carried.

The following committees were then struck and carried :—

Committee on Chemistry and Pharmacy—J. W. McLaren, W. B. Switzer, R. C. Burr.

Trade and Commerce—A. D. Brander, A. E. Pilkey, I. L. Davis.

Grievance—E. Miller, J. Crookshank, P. Bowden.

Entertainment—S. D. Radley, Arkell, Graham.

Moved by Mr. Graham, seconded by Mr. Bowden, that the Secretary, I. L. Davis, be a delegate, and attend, on behalf of the Association, the meeting of Secretaries to be held in Toronto September 19.—Carried.

Meeting then adjourned.

I. L. DAVIS, Secretary.

ONTARIO COLLEGE OF PHARMACY.

In the August number we gave our readers a complete account of the proceedings of the summer session of the Council of the Ontario College of Pharmacy, reported specially for this journal.

Being the first meeting of the new council, and a lively interest being taken in the matters under discussion by the druggists of Ontario, we had no hesitation in allotting a considerable space to the exclusion of other matter of more interest, perhaps, to some of our readers in the other provinces.

The session was a lengthy one and full of business-like procedure, and, we trust, will be productive of practical results.

The election of officers was, in our opinion, a good one ; Mr. Clark, as President, brings with him the experience of a former term and also a zeal which has already shown itself in its results. The individual members of the council are men of high standing, professionally, and are

fairly representative of all parts of the Province.

Perhaps at no time since the inception of the College has the same interest been taken, and, as may be expected, fault found, rightly or wrongly as it may be, with its working and result, therefore much is expected of the present Council, and we trust that they will be found equal to the occasion.

FANCY GOODS IN THE DRUG STORE.

There is, perhaps, nothing more essential to a drug business than that the store should look pretty. Clean and evenly labelled bottles placed at uniform intervals on the shelves, nice fresh sponges regularly assorted in a basket or on a revolving wire-holder, a handsomely-framed mirror, coloured lights in the window, tooth brushes and combs laid, not in heaps, but in rows, and divided according to value in proper trays, constantly refreshed samples of patent medicines, tooth powders, etc., are all essentials which every druggist will constantly keep watch upon, but a well-burnished show-case, full of pretty fancy goods, does more to assist in making the store attractive than would be generally accredited by the druggist himself. Customers waiting for prescriptions invariably spend their time looking around. It will generally be found that the pretty fancy goods give them the greatest pleasure, and the skilful salesman should not lose his opportunity of either making a sale or preparing the ground for a future visit with that intention. The one great drawback druggists have to contend with in selling fancy goods is, that people imagine that the advance put upon all his goods is the same. To obviate this the storekeeper should take some decided action to show that his fancy goods are cheap. Perhaps the best mode is to ticket a few of the "leaders," and when talking, not to forget the impression that his customer probably has. This difficulty once set aside and a druggist should be able to work up a larger and profitable trade in gifts and useful sundries and fancy goods.

CANADIAN MEDICOS.

The annual meeting of the Dominion Medical Association was held this year at Banff, N.-W.T., on August 12 and 13, and was largely attended by physicians from all parts of Canada, as well as a goodly number from the United States. The following are the officers elect for the ensuing year :

President—Dr. James Ross, Toronto.

Vice-Presidents—For Ontario, Dr. Bruce Smith, Seaforth ; for Quebec, Dr. Lachapelle, Montreal ; for Nova Scotia, Dr. Johnston, Sydney Mines ; for New Brunswick, Dr. Holden, St. John's ; for Prince Edward Island, Dr. McLeod, Charlottetown ; for Manitoba, Dr. Spencer, Brandon ; for North-West Territories, Dr. Butt, Banff ; for British Columbia, Dr. Edwards, Nanaimo.

General Secretary—Dr. James Bell, Montreal.

Treasurer Dr. W. H. B. Aikins, Toronto.

Local Secretaries—For Ontario, Dr. Farley, Belleville ; for Quebec, Dr. Elder, Huntingdon ; for Nova Scotia, Dr. Muir, Truro ; for New Brunswick, Dr. Raymond, Sussex ; for Prince Edward Island, Dr. Warburton, Charlottetown ; for North-West Territories, Dr. Higginson, Winnipeg ; for British Columbia, Dr. Rutledge, Moosomin.

The new block is situated on the corner of King Street and Court House Avenue, adjoining the Post Office, and has a total frontage on both sides of 175 feet. It is constructed entirely of limestone brought from the Ottawa Valley, and is elaborately trimmed with Credit Valley stone, and presents at once a handsome and imposing appearance. On the ground floor are five handsomely finished stores, the principal one being that located on the corner, and occupied by the firm with their drug business. The store is beyond question the handsomest drug store in the Dominion. The entire front of the store is of massive plate-glass, surmounted by panels of art glass in rich colours, giving a most pleasing effect.

The interior of the store has apparently been fitted up regardless of expense. The walls and ceiling were decorated by New York artists, and is known as linspar, and

Building occupied by Fulford & Co.

A PROSPEROUS DRUGGIST.

It is always a pleasure on the part of the Canadian Druggist to note evidences of prosperity and enterprise among the trade, and it is with feelings of this nature that we present the readers of this number with a woodcut of the magnificent block recently completed by G. T. Fulford, druggist, of Brockville, together with a brief description of the same. Messrs. Fulford & Co. are well known from one end of the Dominion to the other as the manufacturers of Nasal Balm, a sterling remedy for the cure of catarrh. They are known, too, as successful and enterprising druggists, and their handsome new block gives the best evidence of their business and financial solidity.

the decorations present an effect both rich and unique. The shop fittings are of birch and curly maple, elaborately carved and finished in the natural colours, while here and there panels of costly bevelled plate-glass mirrors add to the effect. The floor is of black and white marble tile, laid in mosaic fashion. The dispensary is probably as complete as human ingenuity can make it, and fitted with elaborate appliances of the trade.

The second and third stories are fitted up for office purposes *en suite*, and admirably adapted for the purpose intended. The fourth storey is devoted to the laboratory for the manufacture of Nasal Balm, etc., and has been specially fitted up for carrying on the firm's large and increasing

trade in this preparation. The building throughout is heated with hot water, supplied with water and lavatories in all parts, and the various flats may be reached either by stairs of easy ascent or by an elevator. The whole building is a marvel of completeness and elegance, and a credit alike to its enterprising owner and to Brockville. Any of our readers who may visit that town will be amply repaid for any time they may spend in examining this block, and we can vouch for it that Messrs. Fulford & Co. will cheerfully show them through it.

WHAT ARE A DRUGGIST'S DISTINCTIVE FANCY GOODS.

To answer this question accurately one should know thoroughly the class of customers the druggist controls : but in general terms it may be said that an embellishment of any of his sundries is naturally contained in the list. Thus toilet cases, holding a brush, comb and mirror, or a cake of soap, or some bottles of perfume, or a nail set, are, first of all, Druggists' Fancy Goods. Travelling cases too are seldom found anywhere else, except in the larger cities. China or glass stands, or boxes for the toilet table are all in the same category. There are also some goods which are expected to be found both in the jewellery and drug store, such as spectacles and cases, thermometers, calendars, etc. The stationer may also be opposed in a few of the more fancy styles of ink bottles, in the better lines of purses, penknives, etc. In fancy goods there are two things to remember :

1. In most cases a customer has only half made up his or her mind what to buy, and very often has no idea at all.

2. In order not to lose a sale your stock must be sufficiently varied to satisfy the buyers that they have a large enough choice without going elsewhere.

It is not therefore well to confine one's buying to one class of goods, but rather to invest in small quantities of different styles, nor must it be thought that Xmas time is the only season. Presents, though, of course, not to the same extent as in the holiday season, are made at all times, and the dealer who wishes to control the best Xmas trade must keep his fancy goods constantly before his customers.

QUEBEC PHARMACEUTICAL ASSOCIATION.

The semi-annual examinations for major and minor candidates will be held in the lecture room of Laval University, Quebec, commencing Tuesday, Oct. 15th, at 9 a.m. Candidates must fyle their applications, duly certified, with the Registrar, E. Muir, Esq, Montreal, on or before Oct. 5th.

TRADE NOTES

J. R. Seymour, St. Catharines, has refitted his store after the style of the drug store in the Windsor Hotel, Montreal. He has closed his branch store at Grimsby Park.

Drug Association, number six, which includes the counties of Wellington, Halton, Peel, Dufferin, and Carlton, will have a meeting at Toronto in the college building, on the 19th September, to arrange a scale of prices

Pear's soaps are to be put into the hands of all dealers. In view of the probable cutting in price that this will result in the London druggists have dropped the price to cost and less. We understand they are to hold a meeting to talk the matter over.

Mr. C. McD. Hay, of Lyman Bros. & Co., met with a serious accident at Guelph on Friday. While riding from the hotel to the station in the bus some boys got on step, the driver struck at them with the whip, and the end of the lash just caught Mr. Hay in the left eye, which resulted in acute inflammation, which means a darkened room for some days for him.

T. S. Petrie, of Guelph, has returned from a trip up to Mackinac.

Correction.—In the August number there appeared amongst Trade Notes the announcement of the death of T. B. Barker, Esq., of St. John, N.B.; this should have read Geo. A. Barker, son of T. B. Barker. Deceased was a retail druggist in St. John, and was also mayor of that city at the time of his death, and was a gentleman held in high esteem by his fellow citizens.

A fire occurred in the drug store of Wm. McDonald, Tilsonburg, on the night of August 31st, the entire contents being destroyed. Estimated loss, about $2,500. Insurance, $1,000. The fire was caused by the explosion of a coal oil lamp during the absence for a few minutes of the clerk in charge.

A. Dowsley has opened a new drug store in Cardinal, Ont.

S. Ball, of Little Current, is in difficulties. A meeting of his creditors was held on the 12th August, but we have not been able to find out the result of their considerations.

Sheriff Smart, of Brockville, acting as assignee for the estate of John Boyer & Co., who failed last November, has been considerate enough to declare a dividend of eighteen cents in the dollar.

In a carnival number of the Halifax Chronicle, sent to us a week or two since, we were pleased to see the genial face of J. Godfrey Smith, who has one of the finest drug stores in the Nova Scotia capital. According to Lower Province custom Mr. Smith, besides keeping every drug that is required and all the regular sundries and patent medicines, has a full line of stationery, spectacles and fancy goods enough to fill a whole store up west devoted to nothing else. There are but few fancy goods stores east of Montreal and the druggists have things more their own way accordingly.

Among the visitors to our sanctum during the last month were W. A. Houston, representing Thos. Leeming & Co.; T. W. Heinemann, the great plaster manufacturer of Chicago; Mr. Millard, the atomizer maker of Providence; John Lowden, late of Lowden, Paton & Co., but now the agent of the Burlington Glass Co. Of them all Mr. Lowden would be adjudged the cleverest, but for deep thought, based on long and steady reading and thinking, there are few men in business to-day who could cope with Mr. Heinemann. It does one good to occasionally meet a commercial man who prizes the faculties of his brain before the almighty dollar. Mr. Millard is a self made man, for years foreman for Davol, the rubber goods manufacturer. He invented some improved atomizers and syringes and launched out with but little and to-day may well be called wealthy. Mr. Houston says that Johnson & Johnson's goods are the best in the market and it would be wise to have your eye on your own door before you begin to question the assertion.

Judging from the number of businesses sold during the last four weeks there are quite a few discounted druggists in the country. J. W. Warwick, Brantford; R. P. Skinner, Niagara Falls; J. F. Holland, Holland, Duncombe & Co., St. Thomas; Dr. C. J. Edgar, Inverness, are amongst those whose names have come under our notice.

Under the name of "Blue Seal Vaseline" the Cheseborough Manufacturing Co. are putting up their vaseline in two ounce bottles, packed in one gross boxes, and sold at $9 per gross. There is no excuse for dealers putting up any inferior imitations of this article and leaving themselves open for vexatious litigation, especially when the genuine article can be purchased at so reasonable a figure. As the season is almost on for a large consumption of this article dealers will do well to lay in a supply of "Blue Seal."

Lonweiss, the popular dentifrice, manufactured by Johnson & Johnson, is now put up in collapsible tubes as well as in bottles, the tube retailing for 25c. The demand for this article is deservedly increasing. Thos. Leeming & Co., Montreal, are agents for Canada.

Notwithstanding the various imitations and proposed substitutes Lactopeptine gains in favour every day, and is now as standard as almost any article of the Pharmacopæa. From its thorough reliability and unvarying results it has won its way to the front rank of remedies. R. L. Gibson, 30 Wellington street E., Toronto, is general agent for Canada for this and the Maltine preparation advertised on first page of cover.

Smith & McGlashan Co.

[LIMITED]

WHOLESALE DEALERS IN

DRUGGISTS' SPECIALTIES

Sundries and Fancy Goods

Agents for E. B. Shuttleworth's Fluid Extracts, Specialties and Pharmaceutical Preparations

Malleable Steel Spring, Reversible, Hard Rubber, Celluloid, and Elastic Belt Trusses.

Mailing orders for Trusses promptly filled. We make a specialty of Hard and Soft Rubber Sundries.

Our travellers are out with Holiday Goods and are showing a large line, carefully selected from every Plush Goods maker in Canada. Our lines of imported goods should be seen. We would remind our friends that we sell almost exclusively to the Drug Trade.

SMITH & McGLASHAN CO., Limited

53 FRONT ST. E.

TORONTO, - ONT.

HICKSON, DUNCAN & CO.

25 FRONT STREET

Successors to

W. H. BLEASDELL & CO.

In calling the attention of our numerous customers to our large and varied stock of Fancy Goods, are pleased to state that we are exceptionally well prepared to fill orders in large or small quantities, and at much better value than heretofore. Buying direct from the manufacturers in Germany, France and England, we can offer special inducements in all lines of

DRUGGISTS' AND TOBACCONISTS' SUNDRIES

Toys, Cutlery, Sporting Goods, Games, Vases, Brushes, Bisque Figures, Stationery, etc.

Yours respectfully,

HICKSON, DUNCAN & CO.

LAWSON & JONES
Forest City Label Works

LONDON, - - CANADA

Established 1882

We are the only firm in Canada devoting special attention to

CHEMISTS' PRINTING

and with our present facilities we can successfully compete with any of the American or European Label houses We invite comparison of our work and prices with others.

We also supply Estes' Turned Wood Boxes, Gill's Seamless Tin Boxes, Paper Pill and Powder Boxes, Cartons and special lines of Containers.

Write for Catalogue. Mention this paper.

LAWSON & JONES

226 King Street, - London, Canada

J. PALMER & SON

IMPORTERS OF

DRUGGISTS' SUNDRIES

Sole Agents in Canada for

A. & F. PEAR'S SOAPS

DUPONT'S BRUSHES

BERTRAND'S PERFUMES

The Largest and best assorted Stock in Canada of

BRUSHES, COMBS, SPONGES,

PERFUMERY,

CHAMOIS, SOAPS, FANCY GOODS,

TOILET REQUISITES.

1743 & 1745 NOTRE DAME

MONTREAL - - CANADA.

Please mention CANADIAN DRUGGIST when ordering goods advertised.

LYMAN BROS. & CO.

WHOLESALE

DRUGGISTS

AND

Manufacturing Chemists

WAREHOUSES:

71 & 73 Front St. East

CHEMICAL WORKS AND MILLS:

147 & 149 Front St. E.

TORONTO.

A full assortment of Drugs, Chemicals and every requisite for the retail trade.

BREVITIES.

Castor Oil.—Hazura and Grüssner, as the result of experiments, have arrived at the conclusion that of all the fatty oils examined so far castor oil is the only one which contains no oleine.

Morphine.—Knore, working on methylmorphimethine methiodide, has obtained results which show that of the three carbon atoms in morphine one is attached to the nitrogen atom as methyl, so that the alkaloid cannot contain a pyridine-ring.

Olive Oil.—Hazura and Grüssner have made a searching examination of the oxidation products of the liquid fatty acids of olive oil, the result of which points to the fact that both oleic and linoleic acids are present in the oil, and in all probability they exist in most non-drying oils.

The Solubility of Chlorate of Potassium.—Mr. Alver Findlay, in a paper read to the Edinburgh Chemists' Assistants' Association recently, showed that at 40° F. the solubility of this salt in water is only 1 in 26. He also stated that the presence of tincture of perchloride of iron in a mixture materially increased the solubility of potassium chlorate, and that even in the cold chlorine was slowly liberated. The addition of glycerine was found to diminish the solubility.

Ice as a Pharmaceutical Product may soon be a matter of fact, if the advice of a number of medical societies in Germany is taken by the Pharmacopœial Commission of that land. The Pharm Post says that several organizations of physicians have passed resolutions requesting the Commission to admit ice into the Pharmacopœia. The District of Baden has long had a law which requires apothecaries to always keep on hand ice for medical purposes. Outside the elementary experiments of the apprentice, when he first reads the chapter on "artificial cold" in his natural philosophy, we doubt that any ice will ever be manufactured in the drug store.

Insect Powder has been used as a dressing for ulcers and wounds, to prevent the formation of maggots. It also answers to preserve dried insects and plants in cabinet collections.

Acacine is a white powder looking and tasting a great deal like acacia, but is not so bulky. To the touch it appears considerably like pulverised arrowroot. An eminent chemist, says Mr. G. G. Allen, in the Registered Pharmacist, suggests that the manufacturer has succeeded in extracting the mucilage from Irish moss, the result being, when finished, a preparation which is put on the market as acacine. It produces an emulsion almost instantly, and one that is apparently complete when examined in the bottle as finished. In preparing the emulsion of cod-liver oil with acacine, no amount of triturating will reduce the size of the globules to that of an acacia emulsion. After taking an egg-beater and beating the acacine emulsion, and comparing it with acacia emulsion, it was found that the oil globules of the latter were at least a half smaller than those of the acacine emulsion. The acacia emulsion separates, but the acacine one does not.

A pharmacist in Warsaw was recently making up a prescription consisting of 32 parts of chlorate of potassium and 4 parts of tannic acid, and on adding a few drops of oil of peppermint to flavour it the mixture exploded with great force, doing considerable damage. A St. Petersburg pharmacist has dispensed the prescription with the same result.

Solutions of Tartaric and Citric Acids are, according to Reinhardt, preserved by the addition of salicylic acid; $\frac{1}{10}$ per cent. of salicylic acid (on the weight of dry substance) is sufficient for a solution of tartaric acid, and $\frac{1}{5}$ per cent. for a solution of citric acid. So treated, they may be kept for years in quite good condition.

A Defective Pharmacy Act.—The Pharmacy Act of New South Wales does not wear very well. For some time past the New South Welshmen have shown a singular taste for "Rough on Rats," and as this remedy for all the ills of life is little besides pure arsenic, it has at least the merit of certainty. In order to check the too free indulgence in this luxury, "Rough on Rats" was gazetted in the usual form into the poisons schedule. But the first time an attempt was made to punish a vendor who had not observed the necessary formalities, it was found that the proclamation was ultra vires, as clause 7 of the Act exempts from its operation "poisonous mixtures for the destruction of vermin." It is a curious complication though that the 4th section enacts that "it shall not be lawful to buy or sell any poison for the avowed purpose of destroying rats or other vermin infesting houses, unless the purchaser be a householder." But the framers of the Bill thoughtfully saved the courts trouble in regard to this section by omitting to attach any penalty to its infringement. The Sydney papers, which comment in severe terms on the failure of the Act to protect the public, account for its imperfections by explaining that those who drafted it had their minds fixed on the object of getting an official status for the Pharmaceutical Society, "as the association of druggists is learnedly self-styled."

A New Hypnotic.—Drs. Hagen and Huefler have just issued a report on a new hypnotic called chloralamide, which is stated to induce sleep immediately after taking; the dose is from 30 to 45 grains dissolved in wine, or given in wafers. It was tried in twenty-eight cases, and was successful in twenty-six of them, no injurious secondary effects being observed.

SULPHONAL AS A NARCOTIC.

At the annual meeting of the Dominion Medical Association, held at Banff, Dr. James Stewart, of Montreal, presented the histories of fifty-two cases in which sulphonal had been administered for the purpose of procuring sleep. When severe pain was present he found the drug useless, but in those cases where sleeplessness was present without pain it was highly useful. In those neurotic cases where the morphia or chloral habit had been developed it was the means of securing beneficial sleep when given in twenty-grain doses. There was, he believed, no fear of the habit being established, as in the commonly used narcotics. No depression of the heart had been noticed from its use. The dose is from fifteen to twenty grains—the ordinary dose being twenty grains. Larger doses are known to produce atoxic symptoms.

Dr. Whittaker, of Cincinnati, spoke from experience in the use of sulphonal, and confirmed all that Dr. Stewart had said in its favour. As an agent to procure sleep he considered we had in it a most valuable remedy. He had used it in large doses, giving as much as half an ounce within three or four hours, and had never seen any danger, or the least symptom of danger, from its use. There were persons who could not sleep while travelling on a train or steamboat. Such persons might have a good night's sleep, free from any objectionable after-effects, by taking early in the evening fifteen grains of sulphonal. He believed that it was no use whatever as an anodyne, but given in those cases requiring such a remedy it was a new and highly valuable remedy.

DRUGGISTS AS OPTICIANS.

The question is frequently asked, "Why do so many people nowadays wear glasses?" The answer is easily given. Within the last twenty or twenty-five years much has been learned about the value of glasses, and their range of usefulness has been largely extended: as a consequence, people are taking better care of their eye-sight, and statistics show that the number of persons losing their sight has greatly diminished. Again, the eyes need more help now than formerly, because every year the amount of work they are required to do increases greatly—new employments, closer application, the more extended reading of cheap literature and newspapers all combine to overtax the eye and render it liable to give way in the continued strain and struggle of work. This being the case, glasses are coming

more into demand every day, and are becoming a necessity to a large proportion of our people. Seeing this, and recognizing the fact that where intelligence and competency are required the druggist comes to the front, we are of opinion that optical goods, that is to say, spectacles, eye glasses, opera glasses, microscopes, and all that go to make up the optician's stock in trade, should form an important feature in every well-kept drug store. Easy to handle, requiring but a short time to become thoroughly acquainted with the fitting of sights, etc., yielding good profits, and making a nice display when properly shown, they not only make up for many of the "cuts" which the drug business of the present day has to suffer from, but build up a class of trade which, if properly looked after, will prove a source of remuneration in more ways than one.

There are several points which we would impress on those who have not hitherto handled these goods. One is, handle only first-class goods. Cheap goods, although seemingly profitable at first sight, do not pay, for they do not give satisfaction, and are in fact detrimental to your trade. Keep the stock of numbers well up, so as not to have to substitute one number when perhaps a higher or a lower would be more suitable, and make a striking display of your goods. In fact, make it one of your "specialties."

FLUCTUATIONS IN IODINE.

The following letter, which has been sent us for publication, shows the cause of the recent decline and subsequent sudden advance in price of iodine and its preparations :-

PHILADELPHIA, Sept 6, 1889.

DEAR SIR,—As a number of our friends have written to us regarding the recent most unsatisfactory fluctuations in the price of iodine and the preparations of iodine ; and as there appears to be a misapprehension as to the real position of manufacturers, we desire to briefly give the facts in the case.

The price of crude iodine is entirely under the control of a combination, composed of makers of iodine in South America and Europe.

We are in no way connected with the combination, but are separate and distinct from it, and subject to its decision as to how much and at what prices it will sell.

Within thirty days the price fell more than fifty per cent., and then abruptly advanced to the old figures. Over these fluctuations we had not the slightest control.

About August 1 the combination dropped the price—again on August 8—and again on August 12 ; but manufacturers of iodine preparations were at first refused sufficient supplies of iodine at the low price agreed upon by the combination, and finally were refused entirely, and found themselves in the anomalous position of receiving pressing orders and for unusually large quantities restricted to low prices, without being able to purchase crude material at correspondingly low rates.

Had we been able to obtain an adequate supply of crude iodine at the low price named August 12, it would have been in our power, as it would have been our pleasure, to continue to furnish our friends with usual quantities and at low figures. But such was not the case.

We parted with a great deal of our stock at a heavy loss, but when our supplies of manufactured goods became greatly reduced, and, in some cases, entirely exhausted, and we were refused the crude material from which to continue manufacturing, there remained but one course to pursue ; namely, to cut down orders.

And when the combination restored the price to the old figures, which it did about September 1, the only further course left for us to take was to go back to a basis of cost, and not work longer on meaningless quotations.

Very respectfully, your friends,

POWERS & WEIGHTMAN.

PHARMACY OF THE FUTURE.

A well-known professor of pharmacy in one of our eastern cities, not long ago said : The manufacturers have come to stay. Students of the subject all over the country are forced to believe that such is the fact. Some of us will be obliged to give up a favourite ideal in accepting it, for we have long dreamed of a pharmaceutical profession of individual pharmacists, each an independent manufacturer. But it must be apparent to the most superficial observer that this ideal is a false one. You ask, Why ? Let us consider the answer.

First, pharmacy being the science of preparing medicine, it must of necessity depend upon therapeutics, or the application of medicine to cure disease. Pharmacy will therefore take form according to the demands of the medical profession. There is a growing tendency upon the part of the profession, as therapeutic science progresses, to use less medicine, and in simpler, more concentrated forms. For example take normal liquids. Here is a concentrated fluid form of medicine of standard strength obtained by assay. This class of preparation can be made with profit on the large scale, and, of course, is out of the reach of the pharmacist who manufactures on the smaller scale.

Take another example, that of coated pills now used so extensively. It is a well-known fact that the coating of pills in large quantities is a very cheap operation, while in the smaller way of the ideal pharmacist, competition with the great manufacturing houses engaged in this line of work is impossible.

Even the manufacture of fluid extracts is more profitable on a large scale, and in the struggle for supremacy the manufacturer can undersell the ideal pharmacist. And this is true in regard to all preparations, for the manufacturer who deals in large quantities can buy cheaper, and therefore undersell his smaller competitor, if he is forced to by competition.

Second, the large manufacturing houses have the advantage in the selection of drugs. They have the first pick in the market : and not until each lot is picked over many times does it finally fall in reach of the ideal pharmacist manufacturing small portions at one time. Then, too, when large purchases are made of drugs admitting assay, such as cinchona and the narcotics, the manufacturer can buy according to assay. This is done extensively in the case of some drugs, and the tendency is to a more extensive adoption of the plan.

There are other reasons, such as perfect machinery of costly design, etc., that puts modern pharmacy in many departments out of the reach of the ideal professional pharmacist. The modifying influence of homœopathy, too, is a factor of no mean importance in its influence, not only upon the public, but upon the prices as well. And thus successful manufacture of homœopathic triturations can be accomplished only upon a large scale.

The preparation of medicines, therefore, is leaving the hands of the ideal professional pharmacist, and going into the hands of the manufacturer. And the tendency is to its further exodus.

If the pharmacy of the future is going into the hands of the manufacturing houses, what is to become of the pharmacists of the future ? Are they, too, going into the hands of the manufacturers ? Yes, part of them undoubtedly are. As science progresses the competition between these houses will become more and more severe. This will require the employment of a higher and higher class of talent. To meet this demand our pharmaceutical colleges will be required to continually raise the standard ; pharmaceutical training will have to be changed to fit young men to enter the great manufacturing establishments and handle improved forms of machinery not found in the drugstore. Analytical and synthetical chemistry of the higher and more practical type will have to be taught. It may seem a startling proposition, but it is nevertheless a fact that many teachers in pharmacy, now connected with our colleges, would be obliged to undertake a course of special training to fit them to occupy a position in charge of almost any one of the departments in a large manufacturing establishment.

But not all the pharmacists of the future will go into the hands of the manufac-

turers. A training corps of dispensing pharmacists is necessary both to serve the physician and patient. It is prophesied that the old school will finally imitate the new, and dispense their own medicines. Even then there must be in every community a place where medicine is sold at retail. One familiar with the tendency of the times, cannot help seeing that the various schools are drifting to a common anchorage. The final harbour will be one in which all practice will merge into one. The physician of the future will dispense part of his medicine, and send his patients to the drug store for the other part. He will dispense such medicines as he can conveniently carry : and write prescriptions for all the bulky things like cod-liver oil, mineral waters, etc., etc.

This corps of trained dispensers will be competent to judge manufacturers and discriminate between them. A's pepsin is the best on the market. B excels in the manufacture of pills. C has the best stock of fluid extracts, etc. The medical profession will gain confidence in the judgment of the educated pharmacists, and depend upon them rather than upon the representations of drummers. This class of gentlemen, who now frequent the doctor's office, will confine their attention more generally to the pharmacists, except, possibly, at stated times, when physicians and pharmacists, together with the trained representatives of these houses, will meet in convention to discuss the problems of the day in regard to the preparation of medicines.

The pharmacist of the future will be educated in the use of the microscope for the examination of pathological specimens ; he will be competent to conduct urinary analysis ; he will be sufficiently instructed in surgery and therapeutics to treat minor complaints and emergency cases ; and he will belong to a great aid corps to the medical profession, and work hand in hand with the physician for the relief of human suffering.

Finally, each state will pass pharmacy laws that will prevent any one from manufacturing or selling medicine unless duly qualified by proper education and experience ; that will abolish secret formulas, and do away with the proprietary scheme with its abuse of trademarks, so that the pharmacy of the future will be carried on by competent professional gentlemen. Under such laws, that misnamed trade called the "patent" medicine business, can no longer exist, and the American public will have another cause for thanksgiving. —[F. E. Stewart, in Drug Bulletin.

DOSAGE RULES.

The Indiana Medical Journal offers quite ingenious rules regulating the size of doses for children.

Let 21 parts be an adult dose, then give as many parts as there are years in the child's age. Thus a child of one year would get 1-21 of a dose ; 6 years, 6-21 ; 14 years, 14-21.

For old persons let the full dose be represented by 60-60 and invert the fractions thus, for a patient 65 years old, 60-65 of a dose ; for 70 years, 70 or 6-7 ; for 80 years, 60 or 6-8, etc.

It must be borne in mind that children require smaller doses of sedatives, and larger doses of purgatives, proportionately, than are here given.

A NEW TEST FOR THE SALTS OF COPPER.

M. Denigies (Moniteur de la Pharm.) proposes the following:—Place in a test tube two cubic centimeters of a saturated solution (cold) of potassium bromide in water ; add one cubic centimeter of concentrated sulphuric acid, and shake. After adding the acid, the lower portion of the mixture will turn slightly yellow, but this tinge will disappear on shaking, if the bromide be free from bromate. Add, now, 2 or 3 drops of the suspected solution, and the presence of copper, even in the smallest proportion, will be shown by a carmine coloration, which becomes more intense by heating, and disappears on the addition of water. This reaction is exceeding sensitive. It is produced also by solutions of some other metals, as nickel and cobalt.

THE OPIUM CROP.

The collection of opium, in the principal districts of Asia Minor which produce that important drug, is now approaching its end, and although no definite reports are yet to hand from Smyrna and Constantinople regarding the out-turn of the harvest, it may be taken as probable that the crop will be about a fair average one, few operators estimating it at less than 6,000 cases, while several generally well-informed firms place it at a not inconsiderable percentage in excess of that figure. At the same time it should be added that telegrams have been received here this week from Smyrna, the tenor of which is rather in contradiction to the mail news from that place, and indicate that during the last two or three days the Smyrna market has become excited, and that a pretty considerable amount of business has been done at a general advance in quotations. But in the absence of any definite and reliable details of this improved position, we see no reason to mistrust the general character of the news from Smyrna, and that does not appear to be of a really alarmist character. A crop of 6,000 cases would be scarcely sufficient to cover the normal consumption for a year : but it should not be forgotten that there must be a fairly heavy stock left over from last season, when the opium crop was, it is on all hands acknowledged, an exceptionally good one. This heavy stock, though much of it may be in the hands of very firm holders, will have to be reckoned with as a dead weight in the way of any sustained and considerable upward movement. It is thought that there were about 1,350 cases in stock here at the beginning of this month, and about an equal number is in the various Turkish centres, while America might add another 1,000 cases to the aggregate of the other markets. This stock is certainly from 10 to 15 per cent. larger than that which was believed to exist at the commencement of

BOOKS AND NOTIONS.

Official Organ of all the Booksellers' and Stationers' Associations in Canada.

PUBLISHED MONTHLY. 50c. A YEAR.

ADVERTISING RATES :

	1 month.	12 months.
1 Page	$25 00	$250 00
1 Column	10 00	100 00
½ "	6 00	60 00
¼ "	3 50	35 00
⅛ "	2 00	18 00

All communications intended for publication must be sent in not later than the 22nd of the month.

ADDRESS:

Books and Notions, Toronto, Ont.

STANDARD SHOW-CASE WORKS

—: MANUFACTURERS OF :—

SHOW-CASES

IN METAL, WALNUT, OAK, CHERRY AND MAHOGANY.

You will save money by sending for our prices before buying

WINDSOR, ONT.

last season's campaign; but, on the other hand, the present crop is pretty certain, satisfactory as it is, to fall short of last year's abundant harvest by at least five or six times the amount of the excess in the stock.

Presuming, therefore, our information from Smyrna with regard to the harvest prospects to be correct, a moderate advance seems not at all an unlikely event, though to some extent that advance has already been discounted, the average opium price in Smyrna, at the beginning of the present campaign, being about 20 per cent. in excess of that of the 1888 season. Another circumstance which is mentioned as likely to be of some account in keeping the opium prices up is, that since the recent establishment in Smyrna of a branch of the Crédit Lyonnais bank, it has become easier for weak holders to raise money than was formerly the case. Whether this will really have any appreciable influence on the market we cannot judge, but at any rate it is a factor which deserves to be mentioned when passing in review the chances for and against a rise in the value of the drug.

As regards the quality of the new crop, it is as yet too early to speak with any degree of certainty. As we stated before, the harvest in the provinces is now practically at an end, but the new opium is only slowly commencing to arrive on the Smyrna market, and it would be premature to judge the average quality of the crop by that of the 150 cases, or thereabouts, which had reached Smyrna up to the middle of this month. In the Salonica district, we know, the crop has been a large one, fully 1,200 cases, or double that of last season, when this very district was one of the weak points; but as yet there is no saying what quality of opium such important districts as Malatia, Karahissar, Koniah, Tokat, etc., have produced this season. One thing, however, is known, viz., that the harvesting period, and that immediately preceding it, have been attended by unusually favourable weather, though generally speaking the crop is late in consequence of the delay in the spring sowings resulting from the prolonged wintry season. The next great feature in the Smyrna market will probably be the purchases for account of the Dutch Colonial Department, which appears as a large buyer of certain qualities of opium every season. The anticipation of the requirements of this large purchaser always gives rise to a very considerable amount of speculation. So far as we are able to judge at present, the position would seem to be most in favour of the maintenance of the current rates for the drug, or, perhaps, a slight advance; but it is quite possible that for a time, at any rate, a feeling of panic may seize some of the Smyrna operators, and make its effects temporarily felt on the London market; for although, as we have frequently pointed out during the last few years, the outturn of the crop must regulate the quotations ultimately, yet opium is one of the articles most liable to unaccountable and wayward speculations—partly on account of the extreme difficulty of obtaining reliable data as to what goes on in the remote districts of Asiatic Turkey, and partly because the bulk of the trade is in the hands of a few large houses, whose wealth enables them to operate independently of the considerations which generally guide operators of more modest resources. With regard to the yield of the different varieties of opium respectively used by druggists, morphia makers, exporters, etc., no information is available until further details regarding the harvest in each particular district have been received; and it is quite possible that the rise or fall, as the case may be, will prove more pronounced in the case of one of these varieties than in that of another.—[Chemist and Druggist.

Short, timely articles upon subjects of interest to pharmacists are solicited for this department. In order to be in time for publication in the issue of a given month, they should be in the editor's hands on the third day of the month.

Always send your proper name and address: we do not publish them unless you wish; if you do not, please use a distinctive nom-de plume.

Write on one side of the paper only; and devote a separate piece of paper to each query if you ask more than one, or if you are writing about other matters at the same time.

SELLING AT COST.

Editor Canadian Druggist.

Sir,—A letter appeared in the August number of your journal under the heading "selling at cost." The writer requests, "would like to hear how others figure this up."

In the Druggists' Circular for December, 1888, appears a letter written by W. B. Lillard of New York, from which I will give some extracts.

Signs like the following are now to be found in many retail drug stores:

Great reduction in prices, all $1 patent medicines at 69 cents; 50 cent ones at 33 cents; 25 cent ones at 14 cents. Quinine pills 1 grain 2c. per dozen; 2 grains 3c. per dozen; 3 grains 4c. per dozen; 5 grains 7c. per dozen; prescriptions at half price.

Toilet articles and perfumery are often added to the above list at about wholesale prices.

Now where does the profit come in?

I asked one prominent cutter what proportion of his sales were at cut prices. He said 75 per cent., possibly more. I asked him if he had ever figured out what it cost to do business? He said no; but judged it was about four or five per cent. Now this party claimed to do a business of $16,000 per annum. I made an estimate of his expenses. I find that it costs this party to do business about 30 per cent. Mr. Lillard writes: I have made an estimate of the business of over 150 retail druggists in different parts of the United States, and find that their average sales are about $8,000 per annum, and average expenses are $2,000, or in other words it costs 25 per cent. to do a retail drug business.

Mr. Lillard again writes in August number of the Druggists' Circular, 1889. At the recent meeting of the Kentucky Pharmaceutical Association, the same matter was discussed; there seemed to be a unanimous opinion that the trouble in the trade was in cut prices, especially those on patent medicines. I have taken from a number of statements obtained three.

STATEMENT A.

On a business of $29,841.25 per year a net profit was made of $4.198 85. Expenses being $8,801.15.

STATEMENT B.

On a business of $5,121.70 per year a net profit of $754.45 was made. Expenses being $1745.55.

STATEMENT C.

On a business of $11.217.00 per year, a net profit of $854.90 was made. Expenses were $4,191.60.

An old druggist writes in September number of the Druggists' Circular regarding these:

"I have been in business thirty years and have managed in that time to save a little money by dint of close attention and careful economy. I have kept a detailed account of purchases, of business expenses, of private expenses, and of bad debts during some considerable portion of that time. Here are a few figures for the years 1878, '79, '80, '81 and '82, five years. I purchased $25,862.57 worth of goods. My business expenses during those five years amounted to $7,598.36, exclusive of freight, bad debts and personal expenses. That is to say, every dollar's worth of goods I bought cost me $1.29 before I got it into the hands of my customers. Am I more extravagant in my management than my neighbours? I think not.

"In statement A, given by Mr. Lillard, expenses are 52 per cent. on "purchases," in statement B and C they are 66 per cent.

"It would seem that the gentleman who furnished statement B, if he sells his business, invests his money at 6 per cent. and lives out as a clerk would make probably $1,050 per annum instead of $754.45 as he is doing now, whilst he who furnished statement C would make $1,260 instead of $852.90."

Supposing we examine these statements and try and place them on a basis that would be applicable to the retail druggists of On-

tario. The estimate made by Mr. Lillard, of an average of 150 retail druggists in the United States, that "it costs 25 per cent. to do a retail drug business" is not correct. He takes the amount of "sales" to be an average of $8,000 per annum and expenses $2,000 per year, and states that the percentage of expense is 25 per cent., or if an article is invoiced from wholesale at $1 it costs $1.25 to place it in the hands of a customer. Is this correct? No. It should be if an article is invoiced at 75 cents it costs $1 to place in hands of a customer, or 33⅓ per cent. on the invoiced price of article to do a retail drug business (if he desires to sell without a profit). The percentage should be based upon the purchase price of the articles and not upon the selling price. So, by these statements, if an article is purchased at $1 it will cost $1.33 to place it in the hands of the customer.

In letter in your journal signed "Druggist," is the statement that "if an article costs wholesale $1, it will cost when handed to customer $1.20." I think he is below the average cost for expenses of a retail drug business in Ontario. A fair estimate of the average sales of the retail druggists in Ontario would be $7,000 per annum, and expenses $1,750 per year, these include rent, taxes, heating and lighting store, clerk, apprentice and cost of living for proprieter (he is at least entitled to this) and sundry small items. On this average estimate goods purchased at $9 per dozen and sold at $1 each nearly pay expenses of the store without any profit to the seller, or if an article is invoiced at $1 it costs $1.33 when handed to a customer.

Does it pay to sell goods to a physician at an advance on purchase price of 20 or 25 per cent? Are the druggists generally aware of the ratio expenses bear to purchases?

In view of these facts what ratio of profit ought a druggist to ask?

In the Era Supplement for August a statement is given of the number of retail druggists in the United States, namely, 31,527 (wholesale druggists, and most general stores handling drugs not included), of these 14,004 or about 44 per cent. are rated as being worth $2,000 or more, and 56 per cent. as being worth less than $2,000 each. Not a flattering record.

There are about 800 retail drug stores in Ontario. Does the aggregate sale per annum of these amount to over $6,000,000? If not the average of $7,000 per annum as sales for each is a fair estimate. I believe it will be under in place of over this amount.

Would like to hear from some other of our Ontario druggists on this matter.

Yours truly,

CHEMIST.

HAMILTON, Sept. 3rd, 1889.

A young lady has graduated at the Philadelphia College of Pharmacy, and the young male students who had made eyes at her so long have given up hope and called her pharma-sister. Poor thing!

CONGRATULATORY.

THE CANADIAN DRUGGIST.

GENTLEMEN,—We have to congratulate you upon the neat appearance of your journal and the high standard of its contents. With such a start as you have made there can be no doubt as to the future success of your enterprise. We do not look for noticeable returns from an advertisement such as we insert in your paper, having no doubt whatever that it is doing its work amongst the intelligent and enterprising members of the trade who are constantly on the watch for close prices and good values. Wishing you every success, we are very truly,

THE HEMMING BROS. CO. (LD).

Publisher, CANADIAN DRUGGIST.

DEAR SIR,—We have had altogether better results than anticipated from advertisement in CANADIAN DRUGGIST. We can trace many orders from outlying districts, where our representatives have never called, directly to your publication. We consider the CANADIAN DRUGGIST to be the paper through which to bring any line of business to the notice of the druggists of Canada.

Yours very truly,

LAWSON & JONES.

Publisher, CANADIAN DRUGGIST.

DEAR SIR,—Answering yours of the 26th, we have pleasure in reporting that we have had several enquiries for the article advertised in your paper from druggists to whom we had not formerly sold direct, and that we consider the CANADIAN DRUGGIST a good medium for placing specialties before the trade. Yours faithfully,

ARCHDALE WILSON & CO.

FORMULÆ.

Some time ago Messrs. Gosnell & Co., of London, Eng., offered a prize of a free trip to Paris to the person sending the best formula for an inexpensive Cologne water. The successful competitor, out of 219, was Mr. G. F. Kneen, of Anerley Road, S. E. The following is his formula:—

Essence of bergamot	2 drachms
" lemon	1 "
Oil of neroli	20 drops
" origanum	6 "
" rosemary	20 "
S. V. R. treble-distilled	1 pint
Orange-flower water	1 ounce

CITRIC ACID IN MILK.

Prof. Soxhlet, a French chemist, has demonstrated that cow's milk naturally contains citric acid in an almost constant proportion of 1 gram to every litre. A good animal yields, therefore, at a single milking as much of this acid as is contained in two or or three lemons, and the annual aggregate throughout an extensive dairying neighbourhood must be something enormous. It occurs in the form of a calcareous salt.

A POINTER IN DISPENSING.

S. F. Hughes, Ph.G., San Francisco, says: Every druggist appreciates the sense of embarrassment with which prescriptions applicable to delicate diseases are called for by the customer.

The ruby blush of the cheek too often tells the secret before the timid lip can speak it: the gaudy and fashionable attire may allure or amaze the layman, but the little scrap of paper handed to the clerk by the customer strips the latter of his spirit of nonchalant audacity and transforms him into a contrite creature, presenting his prescription, for which he richly pays, with an air of penitence intensified by an uncontrolled embarrassment of manner.

The writer was moved to these reflections a short time ago by a young man handing him a prescription as follows:

℞ Ung. Hydrargyri, ʒi.
Div. in chart. No. xx.
Sig. Use as directed.

DR. ——— ———.

I determined to get out of the old way of preparing this prescription, and am happy to state that I was able to dispense it in one-third of the time heretofore required in the old process, by the adoption of the following method, which I can earnestly recommend to the use of the profession, it being simple but quite practical.

I first lay the Ung. Hyd. on a pill-tile and roll it into a long roll, adding plenty of lycopodium to keep it from sticking to the fingers, and cut it into twenty parts, using a heated spatula to avoid adhering. Each piece is then rolled into a marble shape by placing it in the palm of the hand and, as stated above, using lycopodium *ad libitum*; the waxed paper being laid out on the counter, each piece when finished was dropped on the paper without adhering in the least. I then folded each and dispensed as usual.

It may be said that lycopodium does not affect the absorption of the mercury in the least.

NOTE ON THE DISPENSING AND ADMINISTRATION OF SULPHONAL.

Peter Boa says: Some months ago, before sulphonal was so generally obtainable as it now is, an occasional customer got from me some powders containing in each 10 grains of sulphonal. The sulphonal was reduced to very fine powder. A few weeks afterwards he called again and told me that the powders I supplied had produced the desired effect; he had, however, procured some later from the chemist with whom he regularly dealt, and he found that they did not produce any perceptible effect. He had observed that these were in larger particles than the first, and after consultation with his chemist the powders he had not used were, as he said, "pounded" and returned to him. To his surprise they acted just as well as the first.

He wanted to know if I could explain this. I told him that as sulphonal was very insoluble, the more finely it was powdered the better. In fine powder there was so much more surface exposed to the action of the liquid in the stomach, and solution would be facilitated. It was only reasonable to suppose that in proportion to the rapidity of solution, so would be the advent of the physiological action. My customer was satisfied with my explanation.

The incident which I have described emphasizes the importance of dispensing insoluble substances in as fine a state of division as possible. I should scarcely think it necessary to refer to it were it not apparent that attention is not always given to the point.

In connection with insoluble substances there is at times a difficulty in getting them conveniently mixed for the patient to take. It may be worth noting that a little spirit and water seems the best vehicle for sulphonal. Any convenient spirit may be used, such as whiskey, brandy, or tincture of cardamoms. From a teaspoonful to a tablespoonful, according to the size of the dose of sulphonal, should be put into a wineglass and the dose of sulphonal added. The sulphonal sinks, and when water is added and the mixture stirred it diffuses beautifully. With water only it persistently floats.

CLEANING MORTARS AND GRADUATES.

Mr. Hans M. Wilder says: "When I have cleaned my graduates, mortars, etc., thoroughly at least judging from appearances—I am in the habit of catching the last drop of the final rinsing water on my tongue, and also taking a strong sniff. In this way the last trace of any acrid, bitter, or odorous substance is easily detected, in which case, of course, the rinsing is continued. If substances with marked chemical reactions have been in the graduates or mortars (for instance, salicylic acid, tannin, iron compounds, etc.), I use a few drops of an appropriate re-agent in order to make sure of the absence of even traces. When cleaning the scale pan used in weighing out aniline colours, I always apply at the very last a few drops of alcohol to the apparently thoroughly clean pan, when the merest speck of aniline colour will reveal itself instantly.

The idea of keeping separate mortars and utensils for poisons, strongly odorous and bitter substances, is a good one, provided the utensils be marked unmistakably and kept in a separate place. In my store I was in the habit of keeping separate graduates for tinctures of valerian, assafœtida, and spirit of peppermint, which graduates were put behind the respective shelf-bottles on a small tray or a piece of hatter's felt."—Amer. Jour. of Phar., May, 1889.

When writing to Advertisers please mention the CANADIAN DRUGGIST.

IODIZED GLYCERINE.

Dr. G. Hammond (London Med. Recorder) points out that a mixture of tincture of iodine and glycerine produces a greater effect on the skin than the pure tincture, possibly because the glycerine tends to prevent the evaporation of the iodine, and thus enables the whole of its power to be utilized.

TREATMENT OF HÆMORRHOIDS BY GLYCERINE.

Mr. Harle, M.R.C.S., of Hackney, reports (Brit. Med. Journ.) that he has recently employed enemata of glycerine in one case with such success that in a few weeks a congested internal pile was reduced from the size of a large filbert to that of a pea. The patient injected two drachms of glycerine into the rectum every morning a short time before going to stool.

HE GOT WHAT HE WANTED.—About 3 a.m., the other morning, a mild faced man pulled violently at the night-bell of the chemist's in 9th avenue, N.Y. He exercised himself in this exciting way for about ten minutes, when he heard the shuffling of feet along the hall, and a few seconds later the door opened, and the half-waked assistant inquired in a somewhat acrid voice:

"Well! what is it?"

"Oh!" returned the disturber of his rest, "I only want one or two pennyworth of Goulard's water to make a compare with. We've just had an accident at home, and—"

"And a good thing too," broke in the enraged pill maker, "a man who will ring up the chemist for a pennyworth of Goulard water at 3 a.m., when pump water would do as well, ought to have accidents; here, give me the bottle."

"Go slow," meekly replied the customer. "I won't trouble you any further—pump water will do as well—that's all I wanted to know; thanks. Good-night.—Tableau.—Pharm. Journ. and Transact.

Sunday morning dialogue at Edinburgh, a propos of the east wind. Young swell (steady outwardly, tongue not recovered from Saturday night): "A shimulatin' drasht, pleash." Chemist: "I beg your pardon." "Gimme a shimulatin' drasht, pleash." "Some acidulated drops?" "No! I want—a—stim—ulatin' draftsh—if -you—please." "Certainly. Sorry I misunderstood you." Hands over sp. chlorof., ℳ xx.; tr. capsici, ℳ v.; tinct. aromat., ʒiv.; aq. ad. ʒiss. After draught has gone down: "Thatsh rather good. Can you gimme a bottle of it?" "Sorry I can't oblige you. It is only given as a draught in cases of emergency." "Well, gimme another emergenshy dose. I'm a medical." Draught repeated. "Thanksh very much. Shorry to give you so much trouble on Shunday. I come from Burmah. Beashtly climate here—very bad effect on me. Good day."

THE LONDON DRUG CO.

LONDON, ONTARIO.

J. DOUGLAS, Manager

IMPORTERS OF

Drugs and Druggists' Sundries, Fine Chemicals, Perfumery, and all Goods required by Chemists.

MANUFACTURERS OF

Fluid Extracts, and Fine Pharmaceutical Preparations, Citrate of Magnesia, Etc.

We beg to intimate to the trade, and particularly to those who are commencing business on their own account, that we keep IN STOCK every requirement of a first-class Chemist and Druggist.

We carry full and complete sets of

LABELLED SHELF WARE
DRAWER PULLS
SHOW BOTTLES and VASES
SCALES, WEIGHTS, Etc

and everything necessary for the executing of an opening order on the shortest notice.

Correspondence in regard to Prices, Terms, etc. solicited.

MERCK'S PURE PEPSINE IN SCALES

We have taken a great deal of trouble to put before our friends and the Trade the excellent character of this preparation. It is offered at a reasonable price, and dispensing chemists should put before their Medical friends its well-known merits. It possesses **high digestive powers**, is **perfectly solvent**, and keeps well. We have it in 1 lb., ½ lb. and 1 oz. bottles.

The London Drug Co., - Importers

LONDON, ONT.

T. MILBURN & CO.

55 COLBORNE STREET

TORONTO, - - ONTARIO

Specialties:

Burdock Blood Bitters.
Burdock Healing Ointment.
Burdock L. and K. Plaster.
Burdock Pills.
Victoria Hypophosphites.
Victoria Buchu and Uva Ursi.
Hagyard's Pain Remedy.
Hagyard's Pectoral Balsam.
Hagyard's Cathartic Pills.
Hagyard's Yellow Oil.
Hagyard's Black Oil
Hagyard's Condition Powders.
Dr. Wilson's Magnetic Ointment
Haygard's Cattle Spice.
Dr. Fowler's Extract Strawberry.
Dr. Boyer's Galvanic Fluid.
Dr. Fite's Worm Lozenges.
National Pills.
Egyptian Salve.
Dr. Abernethy's Worm Candy.
Freeman's Soothing Syrup.
Freeman's Worm Powders.
Freeman's New Domestic Dyes.
Dr. Low's Worm Syrup.
Dr. Low's Sulphur Soap.
Dr. Low's Pain Cure Oil.
Milburn's Beef, Iron and Wine.
Milburn's Quinine Wine.
Roscoe's Hair Reviver.

The Wingate Chemical Co.

B. E. McGALE, Manager

Cor. Notre-Dame & Maple Ave., Montreal

PROPRIETORS OF

Smith's Green Mountain Renovator
Stanton's Pain Relief
Wingate's Pulmonic Troches
Wingate's Dyspepsia Tablets, Lozenges
Wingate's Cavalry Condition Powders
Wingate's Medicated Glycerine
McGale's Sprucine
Dr. Coderre's Infant's Syrup
Gregory's Toothache Cure
McGale's Butternut Pills

MORSE'S

Fine French Milled Toilet Soaps. Confined solely to the Drug Trade.

Corinne, Bouquet, Cashmere Bouquet, Cold Cream and Honey, Infants Delight, 33 per cent. Glycerine.

The English Franco-American Perfumes are the finest, most delicate and lasting odours offered to the trade. We make a specialty of the following in bulk:—White Rose, Jockey Club, White Heliotrope, Ess. Bouquet, Winona Bouquet, Olive Blossom, Stephanotis, Spring Lilac, Wood Violet, Lily of the Valley, White Clover and Musk.

Corinne Bouquet, 1 oz., Sprinkle Top at $1.25 per bottle, gives more satisfaction than any perfume in the world. JOHN TAYLOR & CO. Agents for the Dominion. Address 77 Front St. East, Toronto.

R. BRAYLEY.

Wrapping Papers, -:- Paper Bags,

TWINES,

Tags, Commercial Stationery, Blank Books, Sea Island Twine, Boudoir Paper Comb Bags, Tooth Brush Bags, Seidlitz Powder Boxes, White D.D. Paper, D. Blue Paper, etc., etc. Printing at lowest prices.

14 Front Street West, - TORONTO.

Now is the Season

Ely's Cream Balm Cures Hay Fever and Cold in Head

Ely's Cream Balm is soothing
Applied into the nostrils is quickly absorbed

It allays inflammation
Not a liquid or Snuff
Easy to use
50 Cents.
All Druggists.

Ely Brothers 56 Warren St. NEW YORK.

VASELINE,

$9 PER GROSS.

We are now offering to the trade Vaseline under the name of

BLUE SEAL VASELINE,

Put up in 2 oz. bottles, without cartons, and packed in boxes of 1 gross, at $900. per gross.

Chesebrough Manufacturing Co'y,

(CONSOLIDATED)

83 St. JAMES STREET,

MONTREAL.

JOHNSTON'S FLUID BEEF

A

PERFECT FOOD.

This statement is made upon the results of

SCIENTIFIC ANALYSIS

By the best CHEMISTS in the WORLD.

Francis Wyatt, Ph. D., Analytical Chemist, New York, after giving an exhaustive analysis says:

"Here we have the whole of the elements without a single exception, necessary for the formation of Flesh, Muscle and Bone. Johnston's Fluid Beef is not a mere meat extract or a concentrated decoction, but simply Fluid Beef, containing besides the Albuminoids and Gelatinoids, the correct proportion of those phosphates so essential to the support of life."

THE TRADE OUTLOOK.

Seldom does a twelvemonth open with a fairer trade prospect than the one now before our own country. Everything foreshadows an exceedingly prosperous, if not a phenomenal, year's business. Generously has the earth brought forth her increase, not merely in local tracts, nor with unequal favor, but over all our cultivated area, and throughout the whole range of our products. Climate and soil have been liberal accomplices of the labor of man. The taking off of the grain crop has also been fortunate, and effected with little damage or loss.

It is true other countries have reaped bounteously as well as has ours. It may be that this circumstance will keep the level of prices below the highest of former years, but this will be overbalanced in its tendency by the large amount produced. There is more money likely to be put in circulation by abundance at a moderate price, than by scarcity at a high price.

THE REIGN OF TASTE.

Among civilized people the ornamental rarely precedes the useful, but in time grows out of it, becomes its adjunct and sometimes lingers as its survivor. It is generally accepted as in the nature of all beginnings that they are rude. But in no beginning is there any degree of uncouthness that human taste cannot in the end greatly mitigate.

Taste is about as strong an element of success in a business character as is tact, industry, or square dealing. In these days it is getting more and more to be recognized as their equal and ally, and finds a place in the creed and practice of most business men. Such, at all events, must be the conclusion of any man who looks into our country stores nowadays, with the pictures, unfaded in his memory, of what they were twenty years ago. If the shadows of a hideous nightmare should give way to the fountains and grottoes of a fairy dream, great would be the change; but scarce greater than the transformation of the old country store to its successor of to-day.

In the rural house of merchandise of our childhood variety and overflowing plenty were usually to be found. Sacks in all postures, piles of boxes just holding their own with gravitation, kegs of all sorts of nails, encumbered the floor and confounded all sense of order. On the shelves from floor to ceiling, in solemn or grotesque array, patent medicines, unwashed delf, glass and everything that would stay there enlivened the appearance of the walls. Dust sacredly undisturbed upon all things and in all recesses, the lair of the spider in the shelf corners, the record of the fly-season stamped upon all goods, the close and stuffy atmosphere these had their day when trade was young and taste was a minor thing. Only in a few sequestered spots are they now to be found. Gone are they all, and with them is gone the man of gloom and silence who used to tie our parcels.

Various degrees of improvement now meet the eye of the traveller. A bright, neat man is usually all alive behind the counter. The shelves are tastefully covered with light attractive wares. Coolness, freshness, brightness hang around the stock. Industry, method, taste, all have their part in stock-keeping; and the consequence is, that though there is more labor there are also less waste in the stock, many times a more pleasing effect upon the public, and a more refining influence and better health and spirits to the dealer himself. The sum of all this, however, is Profit.

BUSINESS MEN'S ASSOCIATIONS.

A meeting of the business men of Seaforth was held for the purpose of hearing the report of the delegates from that town to the Merchants' Convention at Hamilton last week. The chair was taken by Mayor Wilson, and Mr. John Fairley was appointed Secretary. The delegates were Mr. George Good and Mr. J. Brownell. They handed in a most comprehensive and interesting report of the business done at the Convention, and strongly urged the formation of a Business Men's Association for Seaforth. After some discussion the report was, on motion, received, and the suggestions for the formation of an Association approved of. A resolution was also adopted, appointing a committee, consisting of the Mayor, Reeve and Messrs. J. Fairley, George Good and T. O. Kemp to canvass the business men of the town for their signatures to an agreement to become members of the Association to be formed here, and to take an active interest in it, also to secure a copy of the by-laws, etc., now being prepared by the Central Association, as soon as possible. The intention is, of course, to form this local Association under the auspices of the Central Association, which was formed as the result of the Convention. The objects of the Association are: (1) To encourage well directed enterprises, and to promote the growth of the town in all its interests and the extension of its trade. (2) To promote a more social feeling among business men, and to foster the strictest commercial integrity among those engaged in the different lines of business. (3) To take concerted action in matters where the general good of business men is concerned, and where individual effort is powerless, such as needed concessions in freight, express and insurance rates; shorter hours of business, immunity from adulterated goods and short weights and measures. (4) To procure a list of delinquents in the neighborhood for protection only, so that they may no longer abuse the confidence of business men, and evade the paynment of just debts. (5) To compel the pedlar to assume a portion of the burdens borne by the merchants. It will be seen that the objects of the Association are not only entirely unobjectionable, but highly commendable. The Expositor expresses the "hope that the business men of Seaforth will take the interest in this matter that they should do, and that we may justly expect from their enterprise in other directions, and that a strong and vigorous Association will be formed, which will be not only of great benefit to individual members and the trade, but to the town also."

HOW TO SUCCEED.

A gentleman, who is now a prosperous merchant, in a conversation with a representative of the Economist, said that his life was changed by a simple performance of duty.

"I was clerk behind the counter in a large retail store in Boston at a small salary. I had been out of work some time, and when I secured the position in Boston I was thankful, and I made a mental promise that I would perform my duties thoroughly. I had been working for two days with poor success; trade had been quiet, and it was difficult to get any customers. I felt somewhat downhearted because my counter had been idle for some time. A customer making his appearance I tried my utmost to effect a sale, but do what I might I could not please the man. Everything was either too light or too dark, and if the colour was selected for his satisfaction the 'quality' was not what he desired. I have a quick temper and at times during the transaction I felt that I could strangle the customer, but I quickly curbed my temper and went at him tooth and nail. I felt that my reputation as a salesman was at stake and it was a question to conquer or to be conquered. At last I made the sale, and with it came a great satisfaction, but I was not done with the man yet. I wanted to sell him more. He said something about sending his wife around to look at some dress goods. I promised to send samples of new patterns as they arrived. The customer thanked me and said:

"'It has taken you a long time to sell me a few goods. Are all your customers as hard to please as I?'

"'It takes some customers but a short time to make their selections, while others wish to go lower; we are bound to please them all,' I answered.

"'Does it pay your house to devote so much time to so small a sale?' he inquired again.

"'Yes,' I replied, 'I have taken pains to give you what you want. I know that you will find the goods as I say. You will have confidence and come again, and the next time it will not take so long.'

"After getting his package he walked out of the store. In three days I mailed samples of the new dress goods to his wife, and the

circumstance passed entirely out of my mind. In about a month I was transferred to another counter and received a slight advance in wages. Much to my astonishment, I was taken away from this department after only a month or six weeks' trial and placed in another position. I could not believe that I was not giving satisfaction, because with each change an increase of wages was made. One morning I was informed that Mr. B. wished to see me. I went to the office with surprise and some fear. I was more surprised when I saw sitting beside my employer my customer of a few months back. He proved to be the moneyed partner of the concern, whose other business interests kept him away from the dry goods store almost entirely and he was known to but few of his employees, although he knew that I was a new man as soon as he saw me, and thought to see what metal I was made of. That he was satisfied is proved by making me buyer of the several departments where I sold goods. My prosperity began with the tough customer, and now I thank goodness that I got him and that I did not show my disposition to strangle him."—[Economist.

HOW TO INCREASE YOUR WAGES.

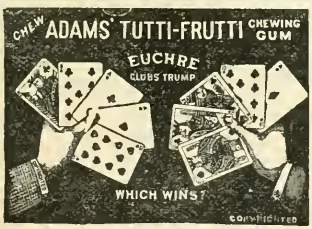
Every thinker knows that the man who would succeed must do more work than he gets paid for, in every profession and trade. We take it for granted that the man who will do only $20 worth of work a week because his salary is but $20 will never get more than $20 a week, for the simple reason that he has never shown his employer that he is worth more. We figure it that an employee who means to succeed has to do from ten to twenty per cent. more work than he gets actual pay for. This he has to do until he reaches a certain point, and having reached that point, he will find that by as much as his income has increased by so much has the demand for amount and intensity of his labor diminished. To put this theory into figures, we will say that a boy receiving $3 a week should do $4 worth of work: the boy receiving $5 a week should do $7 worth of work; when he gets to be a man and receives $20 a week, he should do $30 worth of work; a man receiving $30 should do $40 worth of work, and so on until, say, the salary reaches $75, and then the labourer can give himself somewhat of a rest, that is to say, about $50 worth of work will satisfy his employer. Labour brings its market value, and is seldom overpaid, oftener underpaid. It is the experience—the "know how" that brings the money. —[Philadelphia Ledger.

FEWER COMPROMISES.

The agitation going on among the retail and wholesale merchants of Ontario, and for that matter of the entire Province, for the past year or so against indiscriminate compromises has borne more fruit than many in the trade imagine. Mr. Knox, chairman of the Merchants' Convention, pointed out this fact during the discussion on the question. Three years ago he explained that almost anyone could get a compromise. None of the creditors ever thought of inquiring into the justice of signing a composition. They were all glad to get out of the trouble as quickly as possible. Now matters were very different. Each creditor, before agreeing to a compromise, generally looked into all the circumstances. If he found that the applicant had endeavored to do an honorable and upright business, and was likely to succeed if allowed to resume, he was willing to compromise. If, on the other hand, it was shown that he was an habitual cutter of prices, and allowed neither his neighbors or himself to make a profit, or was not a man who was likely to succeed, a compromise was generally refused. As a result, during the past few months, a number of such men were driven out of business, much to the benefit of the general trade. The agitation should be kept up. Retailers should refuse to deal with wholesale houses who agreed to compromise with any but deserving applicants. There would then be fewer failures and less reckless cutting done in the retail trade.

WHAT IS A COMMERCIAL TRAVELLER?

At the annual session of the Ohio Retail Grocers' Association, held at Columbus, O., Mr. John C. Fenimore, of Columbus, Supreme Councillor, U. C. T. of A., being then present, in response to a demand made on him by the assemblage to answer the question displayed above, delivered the following pithy, witty, comprehensive speech, which fortunately we are able to present to our readers in its entirety. Mr. Fenimore said: The spectacle about to be presented to you is that of a young man, apparently in his right mind and of mature age, attempting to elucidate the proposition, "What is a Commercial Traveller?" to an audience composed of several hundred merchants. A glance at your deep furrowed brows, coupled with a knowledge upon the part of the speaker that those lines of anguish have been placed there by the subject of his sketch, a realization of the fact that the rapidly whitening locks, adorning a goodly number of your heads, are the direct result of his insidious attacks upon you, warns me that my position is full of peril, and makes the difficulties of my task appear to be almost insurmountable. Were I to tell you the whole truth, this audience would rise as one man to rend me; if I prevaricate, the representatives of the press are in waiting to convey the intelligence to the two hundred thousand members of my profession, and annihilation will be my doom. The common criticism upon one who conveys any commodity to a point where there is already a vast over-production is, that "he is carrying coals to Newcastle," but that would be insipid in this instance. One who would attempt to furnish a description of a "drummer" to an audience of retail grocers would more closely resemble an individual



ADAMS & SONS,

23 CHURCH ST. - TORONTO, ONT.

Tutti Frutti, Tampico, Black Jack, Sappota, Red Rose, Magic Trick, Taffy, Licorice, Caramel, Tolu, N. Y. Gum—100 and 200 pieces.

Send for descriptive circular containing description of goods, with elegant lithographs free.

HOW TO MAKE

RUBBER STAMP INK.

The Best is Always the Cheapest.

Send 25c. in postage stamps for manufacturer's formula for Rubber Stamp Ink, any color. Brilliant in color, and guaranteed to give satisfaction. Every druggist should have this recipe.

G. M. HALDANE,

Rubber Stamp Manufacturer,

STRATHROY, - ONT.

- DO NOT LOSE A SALE -

STOCK UP WITH

DIAMOND

• TEA •

The great Blood, Liver and Kidney Regulator which is having a rapidly increasing sale, and is being extensively advertised. The druggists having the stock on hand when called for, will secure the trade.

$1.75 PER DOZEN.

W. D. EDWARDS, - LONDON, ONT.

General Agent for Canada.

who, having drawn the capital prize in the Louisiana lottery, proceeds to organize himself into a syndicate for the purpose of piping natural gas into the city of Findley. Ex-Vice-President Colfax was, upon a certain occasion, discussing the subject of future punishment with Dr. Foster, a noted divine of the Universal faith. The doctor was insisting that hell was a myth. To this Mr. Colfax replied with a great deal of earnestness: "There must be a hell, Doctor! It is a military necessity." It is along this line of argument and thought, gentlemen, that I shall attempt to lead you up to a point where you will at least sympathize with the exhortation, "bear these light afflictions for a season," when we apply it to commercial travellers. The leading forces employed in the distribution and interchange of merchandise may be classified under three heads, namely: the manufacturer or jobber, the retail merchant, and the travelling salesman. The duties of each of these are very different from the others, but the interests of all are identical. If the trinity act concertedly upon this hypothesis, the natural result will be pleasant as well as profitable commercial intercourse between them. If the sordidity of temperament or dyspepsia of either of them blind that one to this principle of mutuality, the particular one afore-mentioned will, in the due course of events, find that his meanness is costing him money, and making his own, as well as the lives of the other two, a burden, and later on, when he attempts to realize upon the clause of the unwritten law of commercial equity, the other two will shake their heads and say to him with no uncertain accent: "You make me tired." Theirs is a community of interests. The manufacturer or jobber and the retailer might be termed a pair of Siamese twins, and the travelling man the ligament which unites them. The description of the twins has been delegated to more competent hands; my mission is to diagnose the ligament. The duties of the salesman are ministerial, executive and clerical. He is envoy extraordinary and minister plenipotentiary to about one million of merchants in the United States. The simple fact of his being a diplomat, possessing ability outranking that of Blaine or Bayard will not suffice. It is only expected of the first of these gentlemen that he will be a republican, and of the second, a democrat; our friend is expected to be both of these, and a prohibitionist as well. When loaded with the requisite complement of politics, he has upon his devoted shoulders the combined weight carried by McKinley, of Ohio, Mills of Texas, and Sam Small, of Georgia, through the last campaign. When requested to do so by a customer, he is expected to produce from some one of his multitudinous pockets the most approved recipe for either or all of the epidemics or contagious maladies which afflict humanity; while in the deep recesses of his memory must be stored all of the latest jokes and stories extant. In the executive branch of his anatomy, must be garnered an ability to make black look white, the power to "lead the blind by ways they know not; to make dark places light, and crooked paths straight before them," and to explain away the most exasperating mistakes that are sometimes made at the other end of the line. He must be able to show you that eighty cents cartage upon a single barrel of sugar was not a covert attempt upon the part of his house to sell you a dray, and leave the proprietorship of the same vested in the party of the first part, but a philanthropic endeavour to assist you in placing an unfortunate individual whom the Good Lord had originally intended for a congressman, but whom the unrelenting hand of misfortune had wrested from his high estate, down to driving a cart, back again up to the mountain of affluence. He must have a heart of marble and a will of steel, that he may grapple with an incorrigible merchant, and like Jacob of old, holding him fast, cry, "I will not let thee go, unless an order thou bestow." When he accomplishes his purpose, and secures your order, he sends it in to the house; in due time you receive an invoice accompanied by a letter, which informs you that the goods you did not want, but bought to fill out the order, have been shipped, and that the ones you were out of had been cancelled. You fire a letter back at them, using nitro-glycerine for ink. They call the ligament into the office, read your letter to him, and say, "You write to him, William, he will believe you." Then the ligament repairs to the "swearing-room," composes his nerves, and proceeds to inform you, that the house wanted to ship the goods in the first place, but the bookkeeper wouldn't let them. This last act of ignominy which has been heaped upon him is labelled "clerical." Oh, my brethren! when the imperceptible veil which hides time from eternity shall have been drawn asunder, and all those who have been colonized upon the other side shall stand in bold relief before us; when the first great martyr, St. Stephen, shall appear surrounded by an innumerable company of victimized bookkeepers, let us hope, that as the commercial travellers march by in solid phalanx, the words wafted to our ears may not be from the lips of these, chanting in the language of Bill Nye's latest poem, "Where do you go from here?" but rather may there be carriages awaiting us at the station, with swift steeds, shod with pity for our many earthly qualities; and as the clatter of their hoofs resound upon the streets of the shining city, may the greeting accorded us be as cordial as that usually extended to the members of my profession by the retailers whom we visit from time to time.

Should this be our happy lot, I will promise you for myself, and the rest of the boys, who are not here to answer for themselves, that if we once succeed in getting on the inside we will do our level best to talk all of you through, in return for the many kindnesses shown us here.

MARKET REPORT.

Trade during the past month has been fairly active. The principal excitement has been over the remarkable drop in the price of iodides, owing to some trouble in the combination. The prices have dropped 50 per cent. Iodide of potash has been sold as low as $2 per lb., mostly for forward delivery, as very little stocks were held in Canada when the drop took place. For the last few days prices have been stiffening, until they have resumed their old figure, and is worth to-day $3.50 to $3.75 per lb. Iodine, resub, has been sold as low as $3, and iodoform as low as $4.80, but these and all the other preparations have gone back to old prices, and prospects are that they will stay there. Cascara Sagrada, as we predicted, has gone back to old prices. Balsam Canada, firmer. Balsam Copaita is lower, owing to new stocks coming in. Chamomiles firmer, owing to the reports that rain has spoiled the second gathering. Honey is liable to be high this fall; crop small. Opium—the report of short crop is confirmed: the market is firm. Citric and Tartaric acid still keep low. Camphor still advancing. Morphia—some makers have already advanced their prices; market firm. Mercurials are all higher.

In another column will be found the advertisement of G. M. Haldane, rubber stamp manufacturer, who advertises a formula for ink for rubber stamps, which has proved to be an excellent article. Write Mr. H. for particulars, at the same time mentioning the CANADIAN DRUGGIST.

N. W. McLaren, of 57 College street, Montreal, will on application and by mentioning the CANADIAN DRUGGIST, mail catalogue and price list of white enameled letters for shop windows, etc. These, without doubt, form one of the nicest and most attractive signs in use, are very durable, and quite inexpensive.

To the Trade.

JUST RECEIVED

A FRESH SUPPLY

Carlsbad Sprudel Salts

Small, per dozen, $7.00. Large, per dozen, $14.00

Carlsbad Sprudel Waters

Per case of 50 bottles, $15.00. Per dozen, $4.00

Æsculap Water

Per case of 25 bottles, $12.00. Per dozen, $6.50.

Davis & Lawrence Co., Ltd., Montreal

SOLE AGENTS FOR CANADA.

WILSON'S
FLY POISON PADS

If there is a Druggist in Canada who is not selling them we say to him, You are losing money every day, you are losing opportunities of selling your customers goods which will give complete satisfaction, and bring them back to your store.

No other Fly Poison has ever had the same sale in Canada, or given the same satisfaction.

PRICE PER BOX OF 50 PACKETS, $2.50, OR THREE BOXES FOR $7.00. RETAIL PRICE, 10 CENTS.

ARCHDALE WILSON & CO.

WHOLESALE DRUGGISTS, - - HAMILTON, ONT.

CANADIAN DRUGGIST PRICES CURRENT.

CORRECTED TO SEPT. 10, 1889.

The quotations given represent average prices for quantities usually purchased by Retail Dealers. Larger parcels may be obtained at lower figures, but quantities smaller than those named will command an advance.

Acid, Acetic	lb.	$ 12½	$ 15
Arsenic	"	26	27
Benzoic, English, (from benzoin,)	oz.	25	30
Boric	lb.	25	30
Carbolic, Crystals, super	"	1 35	2 15
Commercial	"	50	70
Citric	"	65	70
Gallic	"	1 45	1 80
Hydrocyanic	oz.	10	12½
Hydrobromic, dil	"	30	45
Lactic, concentrated	lb.	3 50	4 00
Muriatic	"	3½	6
chem. pure	"	20	22
Nitric	"	11	18
chem. pure	"	25	30
Oxalic	"	13	14
Phosphoric, glacial	"	1 55	1 90
dilute	"	17	25
Salicylic	"	2 00	2 50
Sulphuric	"	2½	5
chem. pure	"	19	22
Aromatic	"	50	60
Tannic	"	1 10	1 40
Tartaric, powdered	"	50	55
Alcohol, pure, 65 o. p. by bbl., net	gal.	3 28	
By gal	"	3 60	
Allspice	lb.	13	15
Powdered	"		20
Alum	"	2¼	3
Ammonia, liquor, 880	"	13	18
Aromatic Spirits	"	40	45
Bromide	"	75	80
Carbonate	"	12	15
Iodide	oz.	50	60
Muriate	lb.	12	14
Annatto	"	30	35
Antimony, black, powdered	"	13	15
and potas, tart	"	55	60
Arrowroot, Bermuda	"	45	50
Jamaica	"	14	32
Arsenic, Donovan's solution	"	30	33
Fowler's solution	"	12½	15
White	"	6½	8
Balsam, Canada	"	45	50
Copaiva	"	1 00	1 10
Peru	"	2 50	2 75
Tolu	"	65	70
Bark, Bayberry, powdered	lb.	$0 18	$0 20
Canella Alba	"	13	10
Cassia	"	18	22
Ground	"	25	30
Cinchona, red	"	50	2 40
Powdered	"	60	2 50
Calisaya, yellow	"	1 00	1 40
Pale	"	90	1 00
Rub	"	50	1 00
Elm, selected	"	15	18
Ground	"	18	20
Flour, packets	"	28	30
Orange Peel, bitter	"	16	70
Soap, Quillaya	"	14	18
Sassafras	"	12	15
Wild Cherry	"	10	12
Bean, Tonka	"		2 50
Vanilla	"	7 00	9 00
Berry, Cubeb	"	2 50	2 75
Powdered	"	2 60	2 80
Juniper	"	13	15
Bismuth, sub-carbonate	"	3 00	3 10
Sub-nitrate	"	2 50	2 60
Liquor	"	35	40
Borax	"	12	13
Powdered	"	13	15
Butter, Cacao	"	75	80
Camphor, English	"	52	55
American	"	45	47
Cantharides	"	2 00	2 25
Powdered	"	2 10	2 25
Capsicum	"	25	32
Powdered	"	30	40
Carbon, bisulphide	"	17	20
Chalk, French, powdered	"	6	10
Precipitated	"	10	12
Prepared	"	5	6
Chloroform, pure	"	1 10	1 20
D. & F.	"	1 75	1 90
German	"	65	75
Chloral, hydrate	"	1 35	1 60
Cinchonine, muriate	oz.	15	20
Sulphate	"	20	25
Cinchonidia, sulphate	"	15	25
Cloves	lb.	35	40
Powdered	"	40	43
Cochineal, S. G.	"	40	45
Cocaine, mur	oz.	6 00	7 00
Collodion	lb.	75	90
Confection, senna	"	25	50
Copper, sulphate	"	8	9
Copperas	"	1½	2½
Cream Tartar, powdered	"	30	32
Creosote, wood	"	2 00	2 30
Cudbear	"	18	30
Cuttle-fish Bone	lb.	$0 30	$0 35
Dextrin	"	10	12
Epsom Salts	bbl.	1½	2
Ergot	lb.	75	1 00
Ether, acetic	"	75	80
Nitrous, spirits	"	50	55
Sulphuric, 720	"	35	75
Extract, Belladonna	"	1 75	3 25
Colocynth, Co.	"	1 25	1 75
Gentian	"	50	60
Hemlock, Ang	"	1 00	1 10
Henbane "	"	2 75	3 00
Jalap	"	2 50	3 00
Logwood, bulk	"	13	15
" packages	"	15	18
Mandrake	"	1 75	2 00
Nux Vomic	oz.	20	30
Opium	"	75	80
Rhubarb	lb.	4 00	5 00
Sarsa. Hond. Co	"	1 00	1 20
" Jam Co	"	3 00	3 35
Taraxacum, Ang	"	70	80
Fowlers, arnica	"	22	25
Chamomile	"	40	45
Flowers, Lavender	"	7	12
Rose, red, French	"	2 40	2 60
Galls, powdered	"	25	30
Gelatine, Cox's 6d	doz.	1 20	1 25
French	lb.	50	60
Glycerine, 30°	tin or	22	25
Price's	"	70	80
Green, Paris	"	20	22
Gum, Aloes, Barb	"	30	66
Aloes, Cape	"	20	25
Socot	"	45	80
Powdered	"	70	75
Arabic, select	"	1 00	1 10
" " powdered	"	1 10	1 20
Sorts	"	75	80
" powdered	"	85	90
Assafœtida	"	24	28
Benzoin	"	50	90
Catechu	"	14	16
Gamboge	"	1 20	1 30
Guaiacum	"	60	90
Myrrh	"	48	85
Opium	"	3 75	4 00
Powdered	"	5 50	6 00
Scammony, powdered	"	6 25	7 00
Virg	"	12 50	14 00
Shellac, orange	"	32	35
Liver	"	25	28
Storax	"	55	65
Tragacanth, flake	"	75	1 00
Common	"	25	65

Herb, Boneset	lb.	$0 20	$0 25
Goldthread	"	60	75
Horehound	"	15	20½
Lobelia	"	15	20
Honey	"	20	30
Hops	"	30	40
Ichthyol	oz.	40	50
Indigo, Madras	lb.	75	90
Insect Powder, pure	"	50	55
Iodine, commercial	"	5 00	5 50
Resublimed	"	5 50	6 00
Iron, carbonate, precipitated	"	16	20
Saccharated	"	35	40
Chloride, solution, B. P.	"	15	18
Citrate and Ammonium	"	75	80
" and Quinine	oz.	20	40
" and Strychnine	"	18	20
Dialyzed, solution	lb.	50	75
Iodide, syrup	"	40	45
Pyrophosphate	"	1 00	1 00
Sulphate, pure	"	8	10
Iodoform	"	6 00	7 00
Japonica	"	8	9
Lead, Acetate, white	"	12	14
Sub-Acetate, sol	"	10	12
Leaf, Belladonna	"	25	30
Buchu	"	18	20
Coca	"	75	90
Digitalis	"	25	30
Eucalyptus	"	25	35
Hyoscyamus	"	25	30
Jaborandi	"	50	60
Matico	"	75	80
Senna, Alexandria	"	50	75
Tinnevelly	"	15	25
India	"	15	17
Stramonium	"	25	30
Uva Ursi	"	15	17
Leptandrin	oz.	50	60
Lime, Chloride	lb.	3½	4½
Packages	"	6	7
Hypophosphite	"	1 50	2 00
Phosphate	"	35	38
Sulphite	"	10	11
Liquorice, Solazzi	"	45	50
Pignatelli	"	35	38
Y. & S. Pellets	"	40	00
Other brands	"	14	35
Lye, concentrated	doz.	90	1 00
Madder, best Dutch	lb.	12½	14
Magnesia, Carb., 1 oz	"	20	22
Carb., 4 oz	"	16	20
Calcined	"	55	65
Citrate, gran	"	40	75
Sulphate	"	1½	3
Manganese, black oxide	"	4½	6
Manna	"	1 75	
Menthol	"	4 50	5 00
Mercury	"	75	85
Ammoniated	"	1 30	1 45
Bichlor	"	1 10	1 20
Biniodide	"	4 50	4 75
Bisulphate	"	1 15	1 25
Chloride	"	1 20	1 30
C. Chalk	"	55	60
Nitric Oxide	"	1 25	1 30
Oleate	"	1 25	1 30
Morphia, Acet	oz.	1 80	2 00
Muriat	"	1 80	2 00
Sulphat	"	1 90	2 00
Moss, Iceland	lb.	9	10
Irish	"	10½	12
Musk, Tonquin, rue	oz.	36 00	40 00
Canton	"	75	80
Nutmegs	lb.	1 00	1 05
Nux Vomica	"	8	10
Powdered	"	22	24
Oil, Almond, bitter	oz.	75	80
" Sweet	lb.	50	60
Amber, rectified	"	65	70
Anise	"	3 00	3 20
Bergamot	"	3 75	4 00
Cajuput	"	1 25	1 50
Caraway	"	3 50	4 00
Cassia	"	1 50	1 57
Castor	"	9	15
Cedar	"	75	1 25
Citronella	lb.	$0 85	$0 90
Cloves	"	2 50	2 75
Cod-liver, N. F	gal.	90	1 00
Norwegian	"	1 50	1 75
Cotton Seed	"	1 00	1 10
Croton	lb.	1 25	1 50
Cubeb	"	15 00	16 00
Geranium, India	"	3 00	3 20
Hemlock	"	75	80
Juniper	"	65	70
Lavender, English	oz.	1 75	1 90
French, pure	"	75	1 00
Lemon	lb.	1 90	2 20
Lemon Grass	"	1 50	1 60
Linseed, boiled	9 lb., gal.	62	65
Raw	"	60	65
Neatsfoot	"	90	1 00
Olive, common	"	1 30	1 40
Salad	"	2 00	2 75
Orange	lb.	2 75	3 00
Origanum	"	60	75
Pennyroyal	"	1 75	1 90
Peppermint, English	"	1 00	2 00
American	"	3 25	3 75
Rose, Kissanlik	oz.	9 00	11 00
Good	"	6 25	8 50
Rosemary	lb.	70	75
Sandalwood	"	5 50	8 00
Sassafras	"	65	75
Seal, pale	gal.	55	60
Sperm, winter bleached	"	1 90	2 00
Tansy	lb.	4 25	4 50
Union Salad	gal.	1 10	1 15
Wintergreen	lb.	3 20	3 50
Wormwood	"	6 00	6 57
Ointment, mercurial	"	65	70
Citrine	"	35	38
Opium. See Gum.			
Orange Peel	"	16	17
Pepsin, Eng	"	3 00	3 50
Saccharated	"	5 25	6 00
Pepper, black	"	22	25
Powdered	"	25	27
White powdered	"	38	40
Pill, Blue, Mass.	"	60	65
Pilocarpine	gr.	6	12
Pitch, black	bbl.	3 75	4 00
Burgundy	lb.	13	15
Phosphorus	"	90	1 00
Podophyllin	oz.	40	45
Poppy Heads	100	90	95
Potassa, caustic, white sticks	lb.	65	70
Liquor	"	10	12
Potassium, Acetate, granulated	"	50	55
Bicarbonate	"	17	20
Bichromate	"	12	13
Bitartrate (Cream Tartar)	"	30	35
Bromide	"	55	58
Carbonate	"	13	15
Chlorate	"	18	20
Cyanide, Fused	"	40	52
Iodide	"	3 75	4 00
Nitrate	"	9	11
Permanganate	"	60	65
Prussiate, yellow	"	35	38
And Sodium Tartrate (Rochelle Salt)	"	32	38
Sulphuret	"	25	27
Quassia	"	9	10
Quinine, Howard's	oz.	45	47
German	"	35	40
Rosin, strained	bbl.	2 75	3 75
Clear, pale	"	4 50	5 00
Root, Aconite	lb.	24	25
Blood, powdered	"	20	22
Cohosh, black	"	13	15
Colchicum, German	"	25	35
Columbo	"	20	22
Powdered	"	30	35
Curcuma, ground	"	13	15
Elecampane	"	15	17
Powdered	"	20	22
Gentian	"	10	12
Ground	"	12	14
Powdered	"	15	17
Ginger, E. I.	"	12	18
Ginger—			
Powdered	lb.	$0 14	$0 20
Jamaica	"	24	28
Powdered	"	25	28
Golden Seal, powdered	"	1 00	1 10
Hellebore, white, powdered	"	13	15
Ipecac	"	2 50	2 60
Powdered	"	2 75	3 00
Jalap, powdered	"	38	40
Licorice, select	"	13	15
Powdered	"	14	15
Mandrake	"	16	18
Orris, Florentine	"	17	20
Powdered	"	24	26
Pink	"	90	95
Rhubarb	"	35	90
Fine trimmed	"	2 40	4 50
Powdered	"	60	2 25
Sarsaparilla, Honduras	"	50	53
Jamaica	"	60	65
Mexican	"	20	25
Seneka	"	75	85
Squill, white	"	15	20
Valerian, English	"	18	20
Sal Soda, by bbl	"	1½	3
Saccharin	oz.	1 25	1 50
Salicin	lb.	3 25	3 75
Santonin	"	2 50	2 75
Seed, Anise, Italian	"	14	15
" Star	"	35	38
Canary, Sicily	"	4	5
Caraway	"	10	12
Cardamon, Malabar	"	1 00	1 25
Decorticated	"	1 50	2 00
Celery	"	25	30
Colchicum, German	"	90	1 00
Coriander	"	10	12
Flax, cleaned, Ontario	100 lbs.	3 25	3 50
Imported	"	0 00	0 00
Fenugeek, powdered	lb.	7	9
Hemp	"	5	5½
Mustard, white	"	9	11
Powdered	"	20	45
Rape	"	8	9
Saffron, American	"	35	50
Spanish	oz.	1 10	1 25
Sage	lb.	7	8
Silver, Nitrate	cash, "	11 00	13 00
Soap, Castile, mottled	"	8½	12
" white	"	13	16
Soda, Ash keg or cask,	"	1¾	2¼
Caustic drum or	"	2¾	5
Sodium, Acetate	"	25	30
Bicarb. Howard's	"	16	17
" Newcastle	keg	2 50	2 75
Carbonate, crystal	lb.	2½	3
Hyposulphite	"	3	4
Salicylate	"	2 25	2 50
Sulphate, Glauber's Salt	"	1½	3
Strychnine, crystals	oz.	1 10	1 25
Sulphur, precipitated	lb.	13	20
Sublimed	"	3	4
Roll	"	2½	3½
Tin, Muriate, crystals	"	35	37
Tamarinds	"	14	15
Tar	bbl.	4 50	4 75
Barbadoes	lb.	10	12
Terebene	"	75	90
Turpentine, Spirits	gal.	60	75
Chian	oz.	90	2 50
Venice	lb.	10	13
Veratria	oz.	2 00	2 50
Verdigris	lb.	35	55
Wax, white, pure	"	55	75
Yellow	"	42	45
Paraffine	"	17	20
Woods, Camwood	"	5½	8
Fustic, Cuban	"	2½	3
Logwood, Campeachy	"	2¾	3
Quassia	"	9	10
Redwood	"	3½	5
Zinc, Chloride	"	1 10	1 25
Oxide	"	13	60
Sulphate, pure	"	9	12
" common	"	7	9
Valerianate	oz.	25	28
Sulphocarbolate	lb.	1 00	1 10

Printed for the Publisher by the Grozer Publishing Co., Printers and Publishers, 5 Jordan St., Toronto.

ONTARIO
COLLEGE OF PHARMACY
LIBRARY

CANADIAN DRUGGIST.

VOL. I. TORONTO, OCT, 1889. No. 4.

THE CANADIAN DRUGGIST,

6 Wellington St. W., Toronto, Ont.
And Strathroy, Ont.

WILLIAM J. DYAS, - - Editor and Publisher.

SUBSCRIPTION, $1 PER YEAR, IN ADVANCE.

Advertising Rates on Application.

The Canadian Druggist is issued on the 15th of each month, and all matter for insertion should reach us by the 5th of the mon h.

All cheques or drafts, and matter intended for the editor, to be addressed to Box 438, Strathroy, Ont.

New advertisements or changes to be addressed

CANADIAN DRUGGIST, 6 WELLINGTON ST. W., TORONTO

PHARMACEUTICAL SOCIETY MEETINGS.

The twenty-sixth annual meeting of the British Pharmaceutical Conference was held in Newcastle-on-Tyne, commencing on Tuesday, September 10th. The attendance was somewhat less than usual, but a great deal of enthusiasm was manifested in the proceedings.

A larger number than usual of practical papers were presented and read at the business meetings, which lasted two days. The annual address by the President, Mr. Charles Umney, was full of interesting points, one of which we give in another column, on the "Present British Pharmacopœia," for which we are indebted, as well as for a full report of the proceedings, to our excellent contemporary the Chemist and Druggist.

Among the items of interest to Canadians was the appointment of Mr. Joseph Bemrose, F. C. S., Montreal, as Honorary Secretary for Canada in lieu of Mr. A. H. Mason, F.C.S., resigned. Mr. Umney was re-elected President, Mr. Branson, Secretary. Leeds was selected as the next place of meeting.

The "German Apotheker Verein" or Pharmaceutical Conference, which has now a membership of 2,979, held its annual meeting at Mayence, on September 10th and 11th.

The meeting was supplemented by an exhibition of Pharmaceutical products, at which the principal German manufacturing houses had displays of their manufactures. Altogether there were 82 exhibitors.

DISTRICT ASSOCIATION NO. 6.

Minutes of special meeting of the Druggists of District No. 6, held in the Pharmaceutical College rooms, Toronto, on the afternoon of Thursday, 19th September.

Members present: Messrs. J. R. Dodds, W. G. Smith, A. B. Petrie, Thos. Stevenson, R. M. Woodford, R. Wood, R. M. Perry, Robt. Phillips, J. M. McCollom, Wm. Colcleugh. There were also present Mr. Davidson, of Chatham, Mr. Batsee, of Hamilton, and Mr. R. S. Muir, of Port Elgin.

The meeting was called to order at 2 p.m., the President in the chair.

The members at once proceeded to review the price list of District No. 11, with a view to adopting it, or making such changes as might meet with the approval of District No 6, after which the following resolution was passed:—

Moved by A. B. Petrie, seconded by R. M. Perry,—That prices now adopted be referred to Committee on Trade and Commerce to have published (subject to meet views of No. 11), and that copies of book containing the same be supplied in time to introduce the changes on Nov. 1st.—Carried.

A number of accounts were passed and the meeting closed at 4 p.m.

The meeting felt that in order to carry to a successful issue the object and work of the Association it would be necessary that every druggist in the district should become members of the Association, and as the new price list would come into use on Nov. 1st it was exceedingly desirous that a solid front should be presented on that date, and that the druggists in the district should send in at once their fees ($2.00) to Mr. Colcleugh, Mount Forest.

BUSINESS MORALITY.

In these days of enterprise and spirited trading, business men are very apt to confuse *clever pushing ways* with *trickery*. The word "smart," used as it is to represent both honest and dishonest men of good business capacity is itself an indirect proof of this confusion. Although the object of both classes is the same, namely, the building up of a profitable business, their modes are entirely at variance with one another, and the results are almost invariably quite the opposite of one another. Sooner or later the man who tries to make a profit by dishonest means, or takes some underhand way of "getting ahead" of his opposition, will be found out by his customers who will distrust him ever after even in his most honest dealings, and if they patronize him at all will compel him to make concessions to them in order to hold their trade. The upright, square-dealing man, on the contrary, will see his custom constantly increasing, and when he makes a new connection, he will have no difficulty in keeping it. His goods will be regarded as above suspicion. Nor will his prices be questioned. Public confidence will open up new, legitimate channels of profit which will not be trusted to his "tricky" opponent for fear of being imposed upon. Fair prices are better than cuts. The genuine article will always tell against the imitation. Advertising is good until it is found to be untruthful. Sell cheap goods as such, and not on the merits of expensive ones. Let your manufactured articles always be equal to the sample shown. With firmness and politeness decline unprofitable business. Endeavour always to have in stock the right goods at fair prices. With constant work, intelligence, politeness, firmness, and honesty, no legitimate business for which there is a demand can help but succeed. KEENE.

THE ELIXIR OF TRADE.

In these days of life-elixirs it is but natural to look for the elixir of trade—a something to revive not only the life of trade by enlarging its volume, but by putting the tradesman in such a position that he fears no competition, to increase the profits on his business, which, after all, is the real object for which he is working. A newspaper man will likely say that advertising is the great elixir, the salesman will certainly claim that it consists in stocking up in his particular wares, while

the owner of a fine store will hear of no other but the occupying of his building; nor would we wish to say that all of these and many other similar advantages are of great importance to the successful storekeeper. But none of them is the elixir of trade. The elixir is no new discovery. Its value was recognized by our grandparents, and will be equally esteemed by our children's children, so long as men continue to make a living by buying and selling.

The elixir consists of BUYING FOR CASH. Selling for cash is perhaps one of its attendants, though not always a necessity. The system of cash buying has so many advantages that it is almost to be wondered that it is not universally practised. The first conceptions of trade consisted in the simultaneous exchange of two articles, the use of a coin of recognized value being the natural outcome of the influence of civilization. But civilization rarely introduces a beneficial change without very soon inventing a counteracting abuse, and so it came about that when a man possessed no coins he asked for the goods he required and promised to pay for them with the first coins that should be paid to him. It is not difficult to connect the first granting of credit with the present elaborate system of signing promissory notes and the discounting of them in the banks. But as in the first step the buyer was at the mercy of the seller as to the price and quality of his goods, so now-a-days the man who asks for credit cannot in the same breath claim special prices. In fact the very system of granting cash discounts to those who will pay on receipt of their goods is an outspoken avowal of this truth. In a business of any size the cash discount itself is a fair profit, but many times greater are the advantages offered to the man who is known to pay his bills promptly. Not only is he sought after by all who have for sale goods adapted to his trade, but if ever a bargain is to be made he is the first to receive the offer. To buy for cash may give one a little more trouble. Smaller quantities more frequently purchased cause extra work, but this is more than made up for by not having to worry over the meeting of notes at maturity. One of the first evils of the credit system is the inducement to slaughter goods in order to realize upon them in time to meet the note. The many evils of "cutting" prices need not be gone into here, but it will be evident that there will not be nearly the same tendency to give way to the pernicious habit in cases where the goods have been paid for. From this it will be seen that it is to the advantage of the retailer not only to buy for cash himself, but to force his opposition to do so, and if the retail trade in each town were to combine in the different trades and agree only to buy for cash and not to buy from any house who did not pledge themselves to sell ONLY for cash in that town, they would soon find that useless competition would cease, that worthless men could not start in business, and that as a consequence their profits would annually increase.

EXTRACT OF MALT AS A VEHICLE.

BY S. M BURROUGHS.

Extract of malt has now been favourably known for many years, and new uses are constantly being found for it. In former times, we learn, it was extensively employed in the navy as an aperient. In latter days its evaporation at a low temperature in vacuo has preserved the diastase to such a degree as to render it a valuable digestive agent, especially desirable as an accessory and vehicle for the administration of pepsin, pancreatin, zymine, and other reliable digestive ferments. The early preparations of extract of malt, evaporated in an open pan, were as black as tar, possessed the odour and taste of burnt sugar, and were totally devoid of digestive properties. The other valuable elements were also probably injured to a considerable degree by the heat and exposure. At present, however, by means of improved apparatus and appliance, extract of malt is supplied of a light brown color, possessing a very agreeable taste, so much so that it is an acceptable sweetening agent for farinaceous foods, such as puddings, porridge, etc., for which it is particularly desirable in many cases on account of its digestive powers in converting starch, and also for the reason that the malt sugar contained in it is not liable to acetous fermentation, as is cane sugar. Medical men have not been slow to note the advantages of extract of malt as a vehicle for the administration of various medicaments, in conjunction with which it has been extensively prescribed. Dr. Roberts, in a paper read before a branch meeting of the British Medical Association at Northwich, in speaking of the digestive value of extract of malt, called particular attention to its advantages as a vehicle, and especially for mixing with cod-liver oil. Extract of malt, when well prepared, is less liable to ferment or crystallise than ordinary syrup. On account of its digestive and nutritive properties it is particularly useful for admixture with medicines in all cases of impaired digestion, acidity, etc. Its thick consistence adapts it for mixing with medicines which would be more likely to deposit a precipitate when given in other vehicles. It also appears to possess a remarkable property of masking the taste of disagreeable drugs such as iron, quinine, strychine, cascara, etc. As Sir William Roberts has pointed out, its most remarkable use as a vehicle is for mixing with cod-liver oil. When properly prepared the extract possesses the power of dissolving the cod-liver oil. The solution can be easily demonstrated under the microscope, especially if a drop of water is added to the specimen, when the margin of the previously clear solution will be seen to have separated, and to show minute globules of oil, smaller than the globules in milk, floating about in the water. This solution is somewhat difficult to prepare, except on a large scale, and with special machinery. As chemists may often find it desirable to prepare some of these combinations themselves, instead of purchasing them ready made, I think it may be of some practical interest to submit our working formula for the preparation of several combinations, which can be made extemporaneously. I should, however, state that in most instances we make the Kepler combinations by adding the medicament to the filtered sweet wort before evaporation.

The quantity of extract of malt with cod-liver oil to be taken for each of the following combinations is 16 fluid oz.

To 16 oz. add:—

1.	Solution of hyphosphites	1 oz
2.	Sol. pyrophosphate iron	1 "
3.	Ac. hydrochlor	1 "
	Aquæ	1 dr
	Pepsin (Fairchild)	gr. 30
	Glycerol ad	4 oz
4.	Aq	1 dr
	Sod. carb	q. s.
	Zymine (Fairchild)	gr. 30
	Glycerol ad	4 oz
5.	Ac. hydr	1 dr
	Aq	1 "
	Lacto peptine	gr. 30
	Glycerol ad	4 oz
6.	Infus. lupuli, B.P	1 "
7.	Sol. ferri iod	fl. oz. 2¼
8.	Sol. of phosphates (Chemical Food)	1 oz
9.	Sol. of quinine and iron	½ "
10.	Sol. of quinine, iron and strychnia	2 dr
11.	Sherry (detannated with gelatine)	16 oz
12.	Burrough's beef and iron wine	16 "
13.	Sol. of phosphorus	2 oz

DANGEROUS CHLOROFORM.

Some chloroform obtained from a highly respectable German firm having aroused the suspicions of operators by the frequency with which patients anæsthetized with it presented grave symptoms, Professor Menthin, of Warsaw, undertook to examine it, along with a number of chloroforms obtained from other firms. The results were that not a single sample entirely answered the tests of the Russian Pharmacopœia, which are somewhat stringent, though less so than those of the French Codex. Professor Menthin—whose article is published in the Vrach, giving details and names of the firms from which the different samples were obtained—found that all the specimens left a residue on evaporation, some of these residues being evidently of a very prejudicial character, causing headache and giddiness on prolonged smelling. One of them smelt at first like nitro-benzol with an

admixture of tobacco, the odor changing in two days to one like benzoic acid. When heated, this residue gave off an odor resembling burnt india-rubber. One of these samples came from a British firm, and appears to have been by far the best of them all, thirty-nine cubic centimetres leaving only a residue weighing .0001 gramme, and having a transitory smell of malic ether; whereas forty-nine cubic centimetres of one of the German specimens left a residue weighing .0022 gramme, and of a peculiarly offensive character. Professor Menthin's investigations would seem to offer some explanation of the extreme care taken by some of our continental brethren in regard to the use of chloroform. If much of what is used is as impure as some of the specimens referred to, it is scarcely to be wondered at that the results are sometimes disastrous. The specimen, which was the immediate cause of the investigation, is stated to have produced in no less than half of the patients such dangerous symptoms that its administration had to be discontinued. To all appearances, however, it was perfectly good, having a specific gravity of 1·487, neutral reaction, containing no free chlorine, and not undergoing any change of colour when mixed with hot sulphuric acid and left to stand for twenty-four hours. The sequel, of course, shows that these preliminary tests are very insufficient.—[Lancet.

PERMANGANATE OF POTASSIUM PILLS.

Two correspondents have recently called the attention of the Pharmaceutical Journal and Transactions to the value of lanolin as an excipient in making pills of potassium permanganate. Ernest W. Gough says, in this respect: "As far as appearance goes the pills turned out all that could be desired. I kept a dozen to see if any change took place, and, as far as I can see, none has occurred. The pills were varnished with sandarac and alcohol varnish (Martindale). I have not seen any note about lanolin being used before for this purpose.

"Perhaps some of your readers will be able to say whether any decomposition is likely to occur if kept any length of time. The total weight of the mass was twenty-nine grains, the formula used being—

"Potassium permanganate, gr. xxiv.
"Kaolin, gr. ii,
"Lanolin, q.s.

"The pills, I may say, are comparatively hard, and retain their shape perfectly."

J. H. Miller hit upon the same combination, and wrote a communication to the same journal, from which we extract as follows:

"As the pills I have massed with lanolin have only been made a comparatively short time, it remains to be seen whether the new method is equal to kaolin and soft paraffin in preventing decomposition, but they are still, as you will see, in very good condition. As an excipient, it is simplicity itself, and exceedingly easy to work, ordinary anhydrous lanolin, in the proportion of 1 to 10 of permanganate, turning out a beautiful, perfect pill, only half the size of those made by the old method, and without any trouble."—[National Druggist.

DISPENSING NOTES

ANTIPYRIN AND IODINE.

When iodine in dilute solution is added to solution of antipyrin drop by drop, and the mixture shaken, the precipitate formed at first disappears, leaving the liquid colourless until a certain quantity has been added, when the precipitate remains permanently. According to M. Manseau (Bull. Soc. Pharm. Bord. May, p. 148), this point is reached with Knorr's antipyrin when decinormal solution of iodine has been added in the proportion of 6·8 c. c. (equal 0·0863 gram iodine) to the gram. Almost identical results were obtained with analgesine of French manufacture from different sources; but one sample of "foreign origin," inferior in appearance and less soluble in water, only absorbed 0·07241 gram of iodine to the gram before the precipitate became persistent. M. Manseau therefore suggests that this reaction affords to the pharmacist a ready means of testing the quality of the substance supplied to him under the name "antipyrin" or "analgesine." The reactions with chlorine and bromine are exactly of the same order and quite as distinct, but the titration solutions are not so easily preserved of uniform strength. The reaction is said also to constitute a delicate test for the presence of antipyrin in urine, the transient character of the precipitate distinguishing it from the precipitate due to iodine compounds with alkaloids, and the formation of an abundant dull red precipitate, when the iodine solution is added in the presence of nitric acid, distinguishing it from the turbidity characteristic of ferments.—[Pharm. Jour. and Trans.

When you receive a prescription for suppositories, and do not happen to have a set of moulds suitable for their preparation, you can substitute rubber nipples—those that are used for the top of nursing bottles—with advantage. Have holes cut in a piece of card-board or tin to hold the nipples, place the holder and nipples in a vessel of ice-water, and proceed as with ordinary moulds. When cold the suppositories turn out without any trouble.—[Ind. Phar.

At the dispensing counter make it a rule to note down on the prescription whatever addition you find it necessary to make, for the guidance of yourself or assistants in case of repetition. Also note down the order of mixing, since a slight difference in this respect may cause an entirely different looking mixture.

Although the Pharmacopœia does not mention the fact, we may state that every ten gallons of water to be distilled should have added to it a drachm of permanganate of potash and one-half ounce of sulphuric acid. This fixes the ammonia and keeps it back, and also destroys nitrites and organic nitrogen. The water distilled from this mixture does not become ropy.

Filter papers may be toughened and thus made much more durable and safe. Immerse ordinary filter paper in nitric acid, and then wash well with water. A remarkably tough paper results, which can be washed like linen, and which is quite pervious to liquids. Or the papers may be folded and only the apex treated with acid and water.

Liquids difficult of clear filtration may be readily filtered by beating a small quantity of filter paper into pulp with the liquid, and then running the mixture into a funnel, the stem of which has been previously plugged with cotton wool.

A little washed kaolin agitated with some viscous liquid, such as pepsin wine, materially accelerates filtration.

Heavy oils and syrups are easily filtered by the following method: Take a piece of damp flannel and sprinkle one side liberally with French chalk: over this place another piece of damp flannel, and dry. It is then ready for use and is said to do its work admirably.

Holes may be drilled in glass by a good steel drill wetted with a saturated solution of camphor in oil of turpentine.

Lycopodium sprinkled on oiled silk prevents the fabric from adhering.

To prevent stoppers from sticking in liquor potassa bottles, rub a little vaseline on them. This is infallible.

To powder boracic acid, first warm a Wedgewood mortar by burning in it a little alcohol: then rub the boracic with a few drops of glycerine, when it will be easily reduced to a very fine powder.

To remove iodoform from mortars, wash the mortar with soda and water when greasy, then pour in a little alcohol, light it, and stir around with the pestle. This removes all trace of iodoform.

Turbid olive oil and other fixed oils, which have acquired this condition by admixture with moisture may be cleared by shaking up with a little dry starch: allow to settle, and decant. The starch absorbs the moisture.

Paper labels may be removed from bottles by wetting the surface and holding for a minute over any convenient flame. The heat and water combined soften the mucilage or paste, so removal is simple.

The Standard Show Case Co., of Windsor, Ont., report a steady increase in sales. Write to them for prices when requiring anything in their line.

Smith & McGlashan Co.

[LIMITED]

WHOLESALE DEALERS IN

DRUGGISTS' SPECIALTIES

Sundries and Fancy Goods

Agents for E. B. Shuttleworth's Fluid Extracts, Specialties and Pharmaceutical Preparations

Malleable Steel Spring, Reversible, Hard Rubber, Celluloid, and Elastic Belt Trusses.

Mailing orders for Trusses promptly filled. We make a specialty of Hard and Soft Rubber Sundries.

Our travellers are out with Holiday Goods and are showing a large line, carefully selected from every Plush Goods maker in Canada. Our lines of imported goods should be seen. We would remind our friends that we sell almost exclusively to the Drug Trade.

SMITH & McGLASHAN CO., Limited

53 FRONT ST. E.

TORONTO, - ONT.

HICKSON, DUNCAN & CO.

25 FRONT STREET

Successors to

W. H. BLEASDELL & CO.

In calling the attention of our numerous customers to our large and varied stock of Fancy Goods, are pleased to state that we are exceptionally well prepared to fill orders in large or small quantities, and at much better value than heretofore. Buying direct from the manufacturers in Germany, France and England, we can offer special inducements in all lines of

DRUGGISTS' AND TOBACCONISTS' SUNDRIES

Toys, Cutlery, Sporting Goods, Games, Vases, Brushes, Bisque Figures, Stationery, etc.

Yours respectfully,

HICKSON, DUNCAN & CO.

B. LAURANCE & CO.

Wholesale Opticians,

251 ST. JAMES ST., MONTREAL.

FINE ENGLISH GOODS A SPECIALTY

By using our Test Cards a customer can be suited at the first attempt.

J. PALMER & SON

IMPORTERS OF

DRUGGISTS' SUNDRIES

Sole Agents in Canada for

A. & F. Pear's Soaps, Dupont's Brushes, Bertrand's Perfumes.

The Largest and best assorted Stock in Canada of

BRUSHES, COMBS, SPONGES, PERFUMERY, CHAMOIS, SOAPS, FANCY GOODS, TOILET REQUISITES.

1743 & 1745 NOTRE DAME

MONTREAL - - CANADA.

THE GREAT EUROPEAN DYE

TURKISH DYES

Unequalled for Richness and Beauty of Coloring. They are the ONLY DYES that

WILL NOT WASH OUT!
WILL NOT FADE OUT!

There is nothing like them for Strength, Coloring or Fastness.

ONE Package EQUALS TWO of any other Dye in the market.

If you doubt it, try it! Your money will be refunded if you are not convinced after a trial. Fifty-four colors are made in **Turkish Dyes**, embracing all new shades, and others are added as soon as they become fashionable. They are warranted to dye more goods and do it better than any other Dyes.

Same Price as Inferior Dye, **10 cts.**

Canada Branch: 481 St. Paul Street, Montreal.

Send postal for Sample Card and Book of Instructions

LYMAN BROS. & CO.

WHOLESALE

DRUGGISTS

—AND—

Manufacturing Chemists

WAREHOUSES:

71 & 73 Front St. East

CHEMICAL WORKS AND MILLS:

147 & 149 Front St. E.

TORONTO.

A full assortment of Drugs, Chemicals and every requisite for the retail trade.

TRADE NOTES.

Dr. C. A. Black, of Amherst, N.S., finds his practice sufficiently engaging without a pharmacy, so has sold the latter acquisition.

J. F. De Vergne, a highly respected druggist of Montreal, died on September 11th, deeply regretted by his many friends in the trade.

Ira F. Belfry, who sold out his drug business in Shelburne about a month ago to Brown Bros., of that place, assigned on the 2nd inst. to W. McCutcheon, of that place.

W. H. Blackstock, a physician of note in Thorold, died on the 26th September. The same dread fate also befell W. H. Bentley, who, in addition to his practice, was proprietor of a very nice drug store.

Wm. McDonald, of Tilsonburg, caught it severely early in September, being burned out and losing some $7,500 over his insurance. He had a well equipped drug store, which is still running in other premises until he has rebuilt on his old lot.

J. V. Kannawin & Co. have shaken the Listowel dust off their feet and are now testing the quality of the Acton commodity. We wish them every success in their new store, so long, of course, as it does not necessitate an epidemic in their newly adopted town.

Wm. Challenger, late of Mitchell, Ont., but recently of Toronto, where he distinguished himself by working pro bono publico, but without any apparent idea of making a profit for himself, has just given up things generally to the bailiff. He made leather goods of all kinds. We forbear from moralizing.

H Curtiss, druggist, Kingston, has gone out of business.

We direct attention of the readers of the CANADIAN DRUGGIST to the advertisement of Messrs. Fulford & Co., manufacturers of Nasal Balm, the well-known preparation for the cure of catarrh and cold in the head. They claim not only genuine merit for their preparation, but also that it is one of the best advertised remedies in the market. We are told that in addition to their newspaper advertising they have now in press a special line of advertising for which upwards of three car loads of paper will be required. Our readers may have a faint idea of the enormous quantity of advertising matter this will turn out. We say again, Read their advertisement which appears elsewhere in this issue.

A. W. Ball, formerly in business on Queen Street West, is starting a store at West Toronto Junction.

We regret to have to announce the death of two Ontario druggists during the past month, George Rhynas, of Goderich, who died September 19th and Dr. Bentley, of Newmarket, died Friday, September 20th.

The Carbolic Smoke Ball Co, limited, of Toronto, have gone into liquidation.

The manufacturers of "Moxie Nerve Food" has failed for a large amount. The business was carried on in Lowell, Mass.

We are in receipt of a copy of a circular issued by Latham & McCulloch, Halifax, in which they announce their intention of selling "patent medicines, perfumes and toilet articles at rock bottom prices," and further, that these goods "can be sold without a profit of 75 per cent." We would like to ask these gentlemen where they find their 75 per cent. profit. Is it on Warner's Safe Cure, Pierce's Medicines, Lubin's or Ricksecker's Perfumery, for all these are standard goods in the lines named, or is it only intended as an insinuation to the general public that such profits might be asked. They say they are "willing to turn our money over quickly and be *satisfied* with a profit of *5 per cent.* How any business men can imagine that their customers will be duped into believing that they sell at a margin of 5 per cent. is more than we can understand, and the general public will assuredly lose confidence at once in any one making such a statement. We would call the attention of Messrs. Latham & McCulloch to the excellent letter in the September number of this journal on the subject of "Selling at Cost," which should certainly convince them that no drug business can be made profitable unless an average profit of at least 33⅓ per cent. is obtained. We know one case of a man who tried to do a business at a profit of 10 per cent. His business was exclusively cash, his expenses as low as he possibly could reduce them, and his sales were large, but he had to succumb to the inevitable, and when his creditors took possession they found a large deficiency. A circular signed individually by the druggists of Halifax has been sent to the wholesale dealers and manufacturers of proprietary medicines asking for protection and requesting that they sell no goods to this firm. We hope the protection asked for will be granted, but it is a difficult matter to prevent any one getting goods when they have the money to pay for them.

FORMULÆ.

MEL ROSARUM.

Rose leaves	1 part.
Boiling water	6 parts.

Mix. Macerate 24 hours in a covered dish. Strain, add 9 parts crude honey. Heat on water bath until the precipitate coagulates. Cool, filter, evaporate filtrate to a syrupy consistence. The precipitate mentioned is caused by the tannin of the rose leaves uniting with the albuminous matter of the honey, and when removed leaves a preparation which is transparent and will keep indefinitely. —[Ap. Ztg.

TOILET VINEGAR.

R.

Essence of bergamot	20 minims.
Essence of ambergris	4 drams.
Essence of vanilla	30 minims.
Oil of neroli	30 "
Acetic acid (strong)	160 "
Rectified spirit	6 ounces.

ACID GLYCERINE OF PEPSIN.

R.

Pepsin	256 grains.
Pure hydrochloric acid	1 drachm.
Price's glycerine, Proof spirit, Concentrated orange flower water	Of each equal parts to make 16 fl. ounces.

Dissolve the pepsin in the hydrochloric acid, and add to the other ingredients mixed.

MARKING INK.

Strong liquid ammonia, 26°	2 ounces.
Nitrate of silver	1 ounce.
Tartaric acid	160 grains.
Bicarb. soda	1½ ounces.
Orchill	½ ounce.
Mucilage	1½ ounces.
Sugar	½ ounce.

Dissolve the nitrate of silver and the bicarbonate of soda separately. Mix the two solutions and wash well the precipitate. Collect the precipitate, drain it, rub while moist with tartaric acid, and dissolve in the strong liquid ammonia. Add the orchill, mucilage and sugar, and make up to six fluid ounces. —[N. E. Druggist.

WINE OF COCA, BEEF AND IRON.

Extract beef	256 grains.
Ammonio citrate of iron	64 "
Cocaine Muriate	8 "
Citric acid	30 "
Sugar	2 ounces.
Alcohol	2 "
Spirit orange (1 in 8)	30 minims.
Ferric hydrate, Sherry wine, Water	aa. q. s.

To make 1 pint.

Dissolve the extract of beef in one ounce of hot water, add the alcohol containing the spirit of orange and then ferric hydrate. Mix thoroughly and then add 10 fluid ounces of sherry wine. After standing several days with frequent agitation filter and pass enough water through the paper to make 13 fluid ounces of filtrate. In a small portion of the filtrate dissolve the cocaine muriate and citric acid and return it to the whole portion. Dissolve the iron in like manner, and lastly to the whole add the sugar and dissolve by agitation without heat. Lastly add water to make 1 pint and filter.

The following excellent and every-day needed articles were given the editor by Mr. F. E. Ray, of Sacramento, Cal., while at the A. P. A. meeting :—

PILL EXCIPIENT.

Powdered gum arabic, pure	8 parts.
Glycerin	10 parts.

Mix in a mortar and heat in a water-bath until clear.

PASTE FOR STORE USE.

Flour	4 ounces.
Gum arabic in powder	1 ounce.
Glycerin	1 fl. ounce.
Salicylic acid	60 grains.
Water	2 pints.

Mix all in a mortar, pass through a sieve, boil a few moments with constant stirring to prevent burning, avoid contact with iron. This paste will be found greatly preferable to most of those in general use.

INDELIBLE ANILIN INK

Is prepared as follows : Two solutions are prepared separately :—

1. Copper chloride	8.5 gr.
Sodium chloride	10.6 gr.
Ammonic chloride	5.3 gr.
Water	60.0 gr.
2. Anilin chloride	20.0 gr.
Gum	8.0 gr.
Glycerine	10.0 gr.
Water	42.0 gr.

One part of solution 1 is mixed with four parts solution 2, when the ink is ready for use.

PHARMACY : ITS ORIGIN AND POSITION.

GRADUATING ADDRESS BY F. L. ABBEY, KANSAS STATE UNIVERSITY.

There is a widespread impression that pharmacy is a comparatively recent outgrowth of the practice of medicine, and that some time in the not distant past the physician himself prepared the medicines he administered. Some people assert that the pharmacist is not a necessary agent in the healing of disease, and will not accord him even that semi-professional position to which he lays claim. He is charged with shrouding his work in mystery by the use of complex formulæ and dead languages that he may reap enormous profits and secure a monopoly of his business.

Turning to the early history of the world, we find evidence that the apothecary was then known and was held in much esteem. An Egyptian papyrus, dating back many centuries before the Christian era, contains a list of the remedies that were kept in the shops of that time. Even the Holy Scriptures mention, incidentally, the deteriorating effect of dead flies upon the ointment of the apothecary. Many of the ancient writers record the fact that man early sought relief from pain and disease by using the minerals found within the earth and the plants that grow upon it. In Arabia, as early as the twelfth century, pharmacy was regulated by law ; but it was not till 200 years later that it assumed a distinctive form in the western countries of Europe. As the East was formerly the seat of political and intellectual power, it was there also that pharmacy had its origin. As "westward the star of empire took its way," the field of pharmacy widened and brightened. As out of the crude civilization of these far-off countries arose the higher civilization of succeeding centuries, so out of the crude alchemy practised there arose the definite methods and knowledge of modern pharmacy. Its history is not that of a decade nor of a century : but it has grown with the history of the world. In the possession of the Vienna Medical Society is a copper-plate of the year 1500, A.D., representing three divisions of the healing art—medicine, surgery and pharmacy. The latter is illustrated by a shop, its windows filled with the curious vessels emblematic of the craft, and the druggist himself stands at the door receiving a prescription from the hands of a physician.

In the eighteenth century the light of investigation laid bare many of the mysteries of physical and chemical science, and one of the most earnest and successful workers in that field was Scheele, a Swedish apothecary. He was for many years a clerk, and became a proprietor by marrying the widow in whose shop he was employed. He shared with Priestly the discovery of oxygen ; he discovered citric, lactic, malic and hydrocyanic acids ; he discovered many tests for the detection of arsenic and its compounds ; he demonstrated that steel could be successfully made : he isolated glycerin, and was the first to make many of the colours used by the painter. Though his discoveries were for many years more curious than valuable, they have been so utilized and have so many derivatives that they are considered necessities at the present time.

To Wöhler is often given the credit of laying the first stone in the great structure of organic chemistry ; but long before Wöhler a German druggist discovered morphine, and from that starting point the character and composition of thousands of organic substances have been determined. From that time chemistry, with applications to various industries, has been steadily advancing, and foremost among the pioneers are men whom we are proud to claim as pharmacists.

Discovery has followed discovery so rapidly that we are no longer startled by an achievement which, if made one or two centuries ago, would have secured for its author enduring fame. The true pharmacist of the present continues the work. He analyses every new drug, and lays before mankind the finished product of his labours—it may be a new remedial agent, a pleasant vehicle, an agreeable addition to the toilet, a perfume, a dye, a paint, a food, a drink—something of value to the physician, the family or the arts.

What is the position of the pharmacist relative to the practice of medicine. The tendency of the age is toward specialties. So much has been determined, and so many discoveries are being made in all the branches of medical science, that it is impossible for any man to attain distinction, or even to be successful, who does not concentrate all his energies upon one fixed line of action. He must have the goal in view, and press directly toward it. It is well to have a large fund of general information, and to take some interest in the pursuits of others ; but he must not wander in the byways nor roam in the fields that border his path. Surgery, dentistry and pharmacy are closely connected at some points with the practice of medicine ; but in their details they are far apart, and a man can no more practise all of them than he can travel several diverging roads at the same time. The reason for a division of labour between the physician and pharmacist lies, then, in the difference of their respective fields. The physician deals with the delicate machinery of the human body, its derangements and its susceptibility to treatment. He advises and prescribes ; he administers a stimulant or a sedative, as the case may require ; he knows when to expect a crisis and how to prepare the patient to survive it. His life is devoted to this work, and a noble work it is. The pharmacist is his faithful ally. He is familiar with the physical and chemical properties of drugs, and strives to present remedies in their most acceptable form. He discovers and prepares ; the physician utilizes and administers.

There are many common examples of this mutual dependence. The musician, with skilful touch, ministers to your love for harmonious sounds. Your ear is charmed with the melody he provokes, and the finer elements in your nature thrill in unison with the sweet strains. You look with admiration upon the performer, but do you never think of the mind that designed and the hand that constructed the instrument that yields such floods of harmony ? The musician may know little or nothing of the details of its construction, and the maker may not be able to render a single selection upon it ; but each in his own line is proficient.

The physician is the skilled performer ; the harmony he strives to produce is the perfect concord of all the vital functions of the human body. His instruments are the remedies prepared by the pharmacist. The latter is the physician's indispensable co-labourer.

How is the pharmacist related to the public ? Excepting the physician, there is no one who has greater responsibilities. When your child is stricken with fever, is it not all important that the medicine shall be properly prepared ? Has there been a time in your own life when you were sick nigh unto death ? Who knows what would have been the result had a less skilful hand prepared your draughts ? It is from necessity that physician and pharmacist are patronized ; and when that necessity becomes urgent, when the life of some dear one is in danger,

how gladly will you ride for miles or give your last dollar to secure their services. Again, the pharmacist is a safeguard to you from the mistakes of careless or ignorant physicians. To the credit of the medical profession, it may be said that a mistake in writing prescriptions does not often occur. But when it does occur, it is the careful, watchful pharmacist who detects it, and, it may be, saves your life.

I have said that pharmacy claims at least a semi-professional position, and have spoken for the most part of its professional side. In his commercial life the pharmacist is brought into contact with other business men; and inasmuch as he is a buyer and seller of merchandise, his professional status is lost sight of, and his success is measured by his commercial standing. It is hard to convince people that he is entitled to any fee for professional services. They compute the value of medicine upon the market price of the crude drug and wages for time actually employed. They do not remember that the pharmacist has spent from four to ten years of the best part of his life, that he has expended hundreds of dollars, and worked for low wages, to prepare himself for his work. Strange as it may seem, the question in the mind of the average customer is not: "Can I rely upon this pharmacist to compound my medicine properly?" But it is: "What will he charge me?" We can not wonder, then, that many a pharmacist becomes discouraged in his attempts to practise professional pharmacy, and finally [illegible] to the level of mere shop-keeping. All study, analysis and investigation must be prompted by his own love for them, and they are often pursued at the sacrifice of his business prosperity.

The time is fast approaching that will decide the future position of pharmacy. Unless upheld by popular sentiment there is danger that professional pharmacy will no longer be practised by our druggists, and that they will go to the other extreme, and pharmacy be lost in other vocations. Wherein lies our safety? In the earnest, united work of practical pharmacists and colleges of pharmacy, and in the recognition by the public of the value of such work. If necessary, let us have more stringent legislation; thrust the inefficient pharmacist out of the ranks; resist the encroachments of other lines of business, and teach the people that their health depends upon the pharmacist as well as upon the physician.

Then will pharmacy occupy the high position to which it is justly entitled.—[National Druggist.

EMPLASTRUM CANTHARIDIS.

(FROM DUNDONIAN).

In the issue of the B. & C. D. for July 13 last, I raised a query in connection with the above with a view, in the first place, of ascertaining the opinions of your readers on this subject, and, in the second, of suggesting some degree of uniformity in the dispensing of this particular article.

A large number of correspondents have since replied, and as I expected—and as, doubtless, your readers are well aware—pharmacists throughout the country are at sixes and sevens on the matter, a fact which is scarcely in keeping with our much vaunted uniformity.

I find that the large majority of your readers who have expressed their opinions are in favor of using simply the emp. canth., B. P. in the spreading of a blister, discarding altogether the employment of such intensifying agents as liq. epispast., acet. canth., tinct. canth., or even pulv. canth., unless either of these is specially ordered to be used.

It is worthy of note, however, that one of the examiners to the Pharmaceutical Society prefers that each blister should be neatly finished off by painting, or rather spreading, a little acetum cantharidis over it.

There is one point, on the other hand, which has not been referred to by any of your correspondents, and for information concerning which I am indebted to an expert, namely, that when either liq. epispast. or acet. canth. is used, or both, there will be found an excess of albumen in the urine, the existence of which might materially affect the proper diagnosis of a case unless the practitioner were made aware of the use of such agents in any blisters he may have prescribed.

Presuming, therefore, that the first-mentioned plan is the one most deserving of general adoption, I would beg to submit the following suggestions to dispenser as embodying most of the good features of the recent discussion. When emp. lyttæ is ordered by a physician, a piece of adhesive plaster of the requisite size should be prepared to receive the blistering plaster in the usual way. Allowance having been made for a margin, a shape the exact size of the plaster should be made and placed on the top of the adhesive plaster. The emp. canth. (which should be fresh should be spread with the thumb as uniformly as possible to the thickness of about ⅛ of an inch, or about twice the thickness of a sixpence. The face of the blister should then be smoothed over, and made perfectly uniform with a slightly warmed spatula, and as olive oil must be applied before using a little may be rubbed lightly over the surface. The shape having been removed, and any adhering particles cleaned away, the blister should be covered with waxed paper, and sent out in a shallow box, preferably to rolling.

The box might bear directions to the attendant something like this:—

market for that grade, have destroyed the profits of the manufacturers. The business, therefore, could not long be continued on the existing basis, and the makers have been casting about for means to enable them to —[British and Colonial Druggist.

The Brockville Chemical Works have ceased the manufacture of sulphuric and other acids on account of over-stocked markets.

The many friends of John J. Hall, Woodstock, will regret to hear he is laid up with typhoid fever.

W. Gaynor, corner Church and Wellesley Streets, has sold out to I. Curry, Church Street. We understand Mr. Curry is going to run both stores.

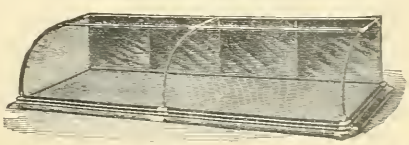
DO NOT LOSE A SALE

Stock up with DIAMOND TEA

The great Blood, Liver and Kidney Regulator which is having a rapidly increasing sale, and is being extensively advertised. The druggists having the stock on hand when called for, will secure the trade. $1.75 PER DOZEN.

W. D. EDWARDS, LONDON, ONT.
General Agent for Canada.

STANDARD SHOW-CASE WORKS
MANUFACTURERS OF



SHOW-CASES
IN METAL, WALNUT, OAK, CHERRY AND MAHOGANY.
You will save money by sending for our prices before buying
WINDSOR, ONT.

ABOUT PHARMACOPŒIAS.

FROM PRESIDENT UMNEY'S ADDRESS AT THE BRITISH PHARM. CONFERENCE.

Since the first Newcastle meeting the rival Pharmacopœias of London, Edinburgh and Dublin have been fused into a national Pharmacopœia. This has been advantageous in helping forward and maintaining uniformity and purity in medicine. Those of us who have been in harness during the publication and use of three or four pharmacopœias know the effect a well-revised edition has upon the commercial standard of crude and manufactured drugs.

The British Pharmacopœia, 1885, is an excellent type of what such a book should be, for it adopts a standard that ensures efficiency, and does not attempt to introduce rare and exceptional quality that is only occasionally obtainable, to the exclusion of that which is to be had of uniform excellence without difficulty.

There is, perhaps, no work upon which an expert has to use his judgment with so much tact and skill, so that he may keep both in touch and tune with the medical profession, the pharmacist, the drug merchant, and manufacturer, as when he is called upon to edit a national pharmacopœia. He may be [illegible] in use.

PHARMACY: ITS ORIGIN AND POSITION.

GRADUATING ADDRESS BY F. L. ABBEY, KAN- [illegible] knowing the requirements of the medical profession and the capabilities of pharmacists and manufacturers, adopts standards and frames "characters and tests" which are acceptable to all concerned, and this without, in any degree, imperilling that principle which this Association has at heart, viz., to maintain, without compromise, the purity of medicine.

Pharmacists should do all in their power, not only when in their own business premises, but also in their public and private capacities, etc., to impress upon the public that household remedies should invariably be purchased of a similar strength and quality to those medicines physicians direct to be used in compounding their prescriptions.

If pharmacists would thus aid in educating the public they would rid themselves of much outside competition in which weaker and inferior preparations are sold in lieu of the preparations of a higher standard vended by themselves; and this might be done quite apart from the question as to whether, legally, it is compulsory to retail British Pharmacopœia preparations or not.

Is it not also desirable that pharmacists should co-operate with the Medical Council in their desire to make the British Pharmacopœia preparations legal for sale, and those of old pharmacopœias obsolete and illegal? In my opinion it is most desirable.—[Chemist and Druggist.

TINCTURE OF SENNA.

BY B. S. PROCTOR, F.I.C.

The author said that at the last revision of the blue list he had raised the question of the activity of the tincture sennæ. He considered it discreditable to the medical profession that an inert preparation of an active drug should remain in the Pharmacopœia without a protest from the pharmaceutical body. He had been convinced for some years of the worthlessness of tinctura sennæ as now prepared, and had ineffectually protested against its retention among the official preparations.

His desire in bringing the subject before the Conference was that further experience and expression of opinion from members might lead either to a modification of the formula or its deletion from the Pharmacopœia. Christison had said that the active part was easily dissolved out by water, rectified and proof spirit.

Other authorities set forth that the active substance was a colloid body, easily soluble in water, but not in strong alcohol. A syrupy extract of senna mixed with an equal volume of alcohol threw down a mucilage. After this was removed an addition of alcohol caused a precipitate of brown matter possessing purgative properties, containing cathartic acid, which is almost insoluble in alcohol, but soluble in warm dilute alcohol. Various authorities might be quoted as to cathartic acid being the purgative principle in senna, and in respect to its insolubility in water and alcohol, coupled with the statement that its alkaline salts were soluble in water and active cathartics. If they supposed the alcohol to be rectified spirit, an equal volume of which threw down the mucilage but not the active principle, they would conclude that the spirit for making the tincture sennæ might be equal volumes of rectified spirit and water.

The addition of alcohol which threw down the active matter might be the quantity which was necessary to raise the strength up to that of proof spirit, and this would bring the statement of the authority quoted into accordance with his own experience, and confirm his impression that tinctura sennæ ought either to be abolished or made of weaker spirit than that now official. He described experiments which he considered fairly disposed of the idea that rectified spirit extracts the purgative principle of senna. His desire in bringing the subject before the meeting was that others should experiment upon similar lines and test the efficacy of senna preparations made with spirit more or less diluted, and determine the question whether tinctura sennæ should be abolished or amended.—[British and Colonial Druggist.

STARCH IN ENEMATA AND SUPPOSITORIA.

The Enemata of the British Pharmacopœia, five in number, are generally regarded as useful extemporaneous formulæ inserted for convenient reference. We are bound, however, to present any preparation recognized by authority in the best possible manner.

With one exception, the enema asafœtidæ, made with distilled water, they may be described as medicated compounds of the mucilage of starch.

We have three varieties of amylum at our command: that procured from the grains of common wheat, *Triticum sativum;* maize, *Zea Mays;* and rice, *Oryza sativa.*

In preparing the official mucilago amyli the choice is left free.

The selection is not a matter of indifference in a dispensing point of view.

The use of rice starch in preparing the mucilage ordered in enemata is not to be recommended, as the result, even with skilful manipulation, is poor.

Wheat or maize starch may be advised, preferably the former, as being the more readily procured.

From both an excellent agent of suspension may be produced, by means of which these otherwise unsightly remedies may be presented in a perfect state of combination.

The enemata opii and terebinthinæ may be dismissed without comment.

The enema aloes is constructed on a strictly scientific basis: the carbonate of potassium which it contains materially assists in effecting the solution of the aloes. The same alkali is employed with equal advantage in the decoctum aloes compositum.

The enema magnesii sulphatis presents a dispensing difficulty, the official formula and directions being as follows:

Sulphate of magnesium	1 ounce.
Olive oil.....	1 fluid ounce.
Mucilage of starch	15 fluid ounces.

Dissolve the sulphate of magnesium in the mucilage of starch, add the oil and mix.

Should these instructions be literally carried out the result is unsatisfactory. Oil of any kind so added to a solution of a salt must separate, and the present instance forms no exception to the rule.

The method employed is simple and depends on a well-known dispensing arrangement. Reserve half the quantity of water and in it dissolve the sulphate of magnesium. Next, make a starch mucilage with the remaining half of the water, and incorporate the olive oil with the concentrated mucilage. Finally, add by degrees the dilute solution of the magnesium salt. Two objects are thus secured—a perfect medicinal compound, and an excellent emulsion.

The Suppositoria of the British Pharmacopœia are divided into two classes: those with oil of theobroma as a base, and those with curd soap. The former are melted and

poured into a mould; the latter are best made by hand.

The glycerinum amyli ordered in the enemata cum sapone may be readily prepared from either wheat or rice starch.

When these soap compounds are extemporaneously dispensed and intended for immediate use, the starch glycerin appears to be in excess, and taking the quantities specified in the official formula, one scruple must be substituted for half a drachm. The excess is apparent only, for on keeping, the suppositories stiffen into a mass, the consistence of which leaves nothing to be desired.

The quantity of "starch in powder" is left to the discretion of the pharmacist, but that prepared from rice is strongly to be recommended.

Its firm granular texture renders its use specially advantageous in the required suitable consistence.—[Joseph Ince, in Phar. Jnl. and Transactions.

ESCHSCHOLTZIA CALIFORNICA, CHAMISSO.

Much interest has recently been excited by the announcement of the discovery of morphine in the California plant Eschscholtzia Californica, Cham., that alkaloid having been previously known to exist only in the poppy plant. Aside from the economic and therapeutic value of the discovery, it being expected that the new drug will exhibit special advantages over opium in many of its uses, a special interest attaches to it from a pharmaceutico-botanical point of view, as there is scarcely any member of the poppy family in which the discovery of morphine might have been considered so improbable as in this. Had Papaver somniferum been the only species of its genus, or even the only one in which morphine had been sought, we might have looked upon its occurrence elsewhere as not at all surprising. But the genus Papaver contains some fifteen or twenty species, well distributed through Europe, Asia, Africa and Australia, with one in California. It forms, moreover, a very natural group, and the close structural affinities of its members would have led us to look for more or less community in the important feature of the production of morphine among them. But, notwithstanding that they have been abundantly studied, one of them being an important article of the Materia Medica, no trace of morphine has yet been discovered outside of the one species. Not only will these remarks apply to the other species of Papaver; but the family is rich in medicinal plants, Argemone, Bocconia, Sanguinaria, Cheledonium and Glaucium, all being either generally or locally known in medical practice. In none of them has morphine been found, although it has doubtless been sought with more or less thoroughness in all. Yet all these genera, and others, intervene structurally between Papaver and Eschscholtzia, the botanical characters which separate these two genera being as broad as the areas which part their respective habitats; the structure of the broad, globular pods of the poppy, with their many lobed stigmas, and discharging their seeds, not by splitting, but through a number of small apical orifices, is familiar to every student of Pharmacy. Eschscholtzia, on the contrary, produces a greatly elongated, slender pod, not unlike a couple of matches set end to end, and discharging its seeds by splitting throughout its entire length into two valves. These rudically different plans of structure separate Papaver, with all the genera above named, into a distinct sub-order, Eupapavereæ, from that composed of Eschscholtzia, Hunnemannia, and Dendromecon, namely the Hunnemaniæ. But even in its own sub-order, Eschscholtzia is very peculiar, constituting a genus anomalous in the whole family by having its sepals coherent over the corolla and falling as the flower opens, as well as in its perigynous petals and stamens. Its erratic nature is now still further asserted by the possession of so rare a chemical base.

The discovery leads us to enquire, Is morphine really absent from all other branches of the family? It will now appear somewhat improbable that such is the case, and if the alkaloid discovered in Eschscholtzia really be morphine, on which point we are justified in coming to a conclusion, slowly, we shall expect the researches to which chemists must be stimulated by the recent discovery to result in locating this principle elsewhere. California herself is rich in Papaveraceæ, boasting no less than eight genera and a dozen or more species, outside of Eschscholtzia, numbering among them one species of genuine Papaver. Another genus, Dendromecon, with three species, is the near relative of Eschscholtzia, while its other congener, Hunnemannia, "scarcely distinguishable" from it, grows in neighbouring Mexico. Our enterprising Californian brethren are not likely to neglect their opportunities for investigating the composition of these interesting plants. Neither would investigation of the species of the neighbouring family Fumariaceæ—by modern authors classed as a sub-order of the Papaveraceæ—be misplaced, as Eschscholtzia is very near to that family.

There is a second point of view from which the study of Eschscholtzia greatly interests us. Should it develop that morphine is really absent, as supposed, from the other genera of Papaveraceæ, and from all the other species of Papaver, then we may reasonably expect that its presence in Eschscholtzia may be equally restricted and that it may not occur outside of the one species. The strong possibility, at least, of such a restriction is sufficient to lead to great care in the selection of the drug, and we should do well to avail ourselves of every source of botanical information concerning the group. The consideration, moreover, will work both ways, as the limits of the species are by no means settled beyond dispute, and their chemical affinities may, under the circumstances, very readily throw some light on their proper botanical arrangement.—H. H. Rushby, M.D., in Druggists' Bulletin.

AN ALLEGED NEW OPIUM SWINDLE.

If the information which has just come to us is to be relied upon, a peculiar and unprecedented attempt to swindle consumers of opium is being made by parties in this city. The manner in which the alleged fraud originated and is being carried out makes an interesting chapter in the extensive history of drug adulteration, and the recital of the story in these columns may result in putting a prompt and emphatic period to an iniquitous proceeding. We have so far obtained but partial particulars of the methods adopted to promote the scheme, but so far as they have been made known to us they show that the matter is one which deserves immediate exposure for the protection of the drug trade and the welfare of the public.

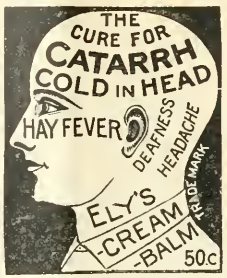
The incentive to the fraud is found in the statement of competent authority that the prices obtainable for so-called "pudding" or "standardized" opium, in this, the principal market for that grade, have destroyed the profits of the manufacturers. The business, therefore, could not long be continued on the existing basis, and the makers have been casting about for means to enable them to profitably carry it on. About a year ago an attempt was made to pass through the Custom House several lots of opium of less than the legal nine per cent. morphia strength, but, after a portion of the stock got through, it was detected and stopped. Had that attempt proved successful, it would, no doubt, have been followed up promptly by the foreign shippers, but as it was it came near being disastrous to them in an altogether unexpected way. The loss and annoyance caused to certain dealers by the Custom House rejections, and the subsequent rejections of the stock that passed the appraise, by the parties to whom it was tendered as contract deliveries, resulted in a movement to completely exclude all "pudding" or "standardized" opium from the market. This movement, however, was abandoned, partly for the reason that there was too much of a stock here at the time, and partly because a large proportion of the consuming trade insist upon having that grade of the drug notwithstanding its obviously inferior worth compared with natural opium.

Failing to successfully evade the law, the manufacturers of pudding opium have taken steps to turn it to their purposes in another way. Expert manipulators of the drug have been sent over here for the purpose of starting a factory for the manufacture of the pro-

THE SUCCESSFUL REMEDY

—For—

Nasal Catarrh



Must be non-irritating, easy of application, and one that will, by its own action, reach all the remote sores and ulcerated surfaces. The efforts to treat catarrh during the past few years demonstrate that only one remedy has met these conditions, and that is Ely's Cream Balm. This safe and pleasant remedy has mastered catarrh as nothing else has ever done, and both physicians and patients freely concede this fact. The more distressing symptoms quickly yield to it, and a multitude of persons who have for years borne all the worry and pain that catarrh can inflict, testify to radical and permanent cures wrought by it.

Ely's Cream Balm is soothing, excites no dread, dissolves the hardened accumulations, lessens the extreme sensibility of the membrane to cold and all external irritants, and is followed by no reaction whatever.

A cold in the head is an inflammation of the lining membrane of the nasal passages, which, when unchecked, is certain to produce a catarrhal condition—for catarrh is essentially a "cold" which nature is no longer able to resolve or throw off.

ELY'S CREAM BALM is not a liquid, snuff or powder. Applied into the nostrils it is quickly absorbed. It cleanses the head, allays inflammation, heals the sores, restores the senses of taste and smell. Sold by druggists or sent on receipt of Price, 50c.

ELY BROS., 56 Warren St., New York.

hibited stuff. It is to be—in fact some of it has already been—put upon the market in competition with the ordinary standardized grade, and to that fact is attributed the weakening of the market referred to in our review of the opium trade last week. The stock already sold is said to contain about five or six per cent. of morphia, and that, it is intimated, will be the basis of morphia strength of the stuff to be turned out in the future.

At present the business is said to be controlled by a firm of no prominence in the drug trade, but an effort is being made to interest more influential people. We know that the head of one prominent house has been approached with inducements to engage in the scheme, but, it is hardly necessary to say, without success. Among the arguments brought to bear upon this gentleman was that the importation of opium containing less than nine per cent. of morphia being prohibited by law, the domestic manufacturers of the so-called standardized opium, being thus protected could monopolize the trade, while the low percentage of morphia in their stuff would allow them to make a big profit.

There can be no doubt of the unlawfulness of this sophistication of opium and that its sale is prohibited by the laws at present on our statute books. The standard of purity which is acknowledged under the law is that made official by the United States Pharmacopœia, which, as our readers are aware, provides for a morphia strength of nine per cent. It will avail nothing to call this manipulated opium by another name, as standardized, as this, to most minds, and reasonably, conveys the idea that it is of the U. S. P. morphia strength. Assuming that the stuff would be sold on the basis of actual morphia strength, it would still be clearly an adulterated article, susceptible of easy proof in the fact that the customs laws prohibit the importation of low test opium. The sale of low test opium would therefore be *prima facie* evidence that it had undergone some manipulation at the hands of the vendor. Of the morale of such proposed manipulation it is not necessary to speak further.—[Oil, Paint, and Drug Reporter.

Advertisements under the following headings will be charged for at the rate of one cent per word for each insertion:

Situations Vacant	*Situations Wanted*
Business Wanted	*Business for Sale*
Goods for Exchange	*Miscellaneous*

Business Chances.

DRUGS AND STATIONERY BUSINESS FOR sale, in a lively village on main line G. T. R. Address, Box 4, Oakville, Ont.

Situations Wanted.

DRUGGIST—GRADUATE—GOOD HABITS, MODerate salary. Address, "Druggist," Queensville Ont.

Miscellaneous.

A QUANTITY OF STRICTLY PURE OIL OF Tanzy for sale. "G," care of CANADIAN DRUGGIST, Strathroy.

THE LONDON DRUG CO.

LONDON, ONTARIO.

J. DOUGLAS, Manager

IMPORTERS OF

Drugs and Druggists' Sundries, Fine Chemicals, Perfumery, and all Goods required by Chemists.

MANUFACTURERS OF

Fluid Extracts, and Fine Pharmaceutical Preparations, Citrate of Magnesia, Etc.

We beg to intimate to the trade, and particularly to those who are commencing business on their own account, that we keep IN STOCK every requirement of a first-class Chemist and Druggist.

We carry full and complete sets of

LABELLED SHELF WARE
DRAWER PULLS
SHOW BOTTLES and VASES
SCALES, WEIGHTS, Etc

and everything necessary for the executing of an opening order on the shortest notice.

Correspondence in regard to Prices, Terms, etc. solicited.

MERCK'S PURE PEPSINE IN SCALES

We have taken a great deal of trouble to put before our friends and the Trade the excellent character of this preparation. It is offered at a reasonable price, and dispensing chemists should put before their Medical friends its well-known merits. It possesses **high digestive powers, is perfectly solvent,** and keeps well. We have it in 1 lb., ½ lb. and 1 oz. bottles.

The London Drug Co., - Importers

LONDON, ONT.

"HOW'S YOUR STOCK?"

The season during which Cold in the Head and Catarrh are most prevalent is now upon us, and every druggist in the land should have upon his shelves a liberal supply of **Nasal Balm,** and should, on no account, during the Fall, Winter and Spring months, allow himself to be without it.

NASAL BALM

Is the only certain and speedy cure for Cold in the Head and Catarrh in all its stages ever placed before the public. This may seem a strong assertion, but it is backed by hundreds of testimonials in our possession, and is further proved by the rapidly increasing sale with which it is meeting in all parts of the Dominion.

NASAL BALM is one of the best advertised preparations in the market, and is this season being more largely advertised than ever before. Its merits are now being placed before the public through the medium of nearly *Four Hundred Newspapers.* Circulars, dodgers, pamphlets and advertising novelties are being constantly scattered broadcast over the country, and these must inevitably create a greater demand this season for Nasal Balm than ever before. Under the circumstances the proprietors feel warranted in asking, *How is your Stock?* Have you a supply on hand to meet this demand? If not, place an order with your wholesale dealer at once.

CAUTION—The trade is cautioned to beware of parties offering remedies in imitation of NASAL BALM, or offering containers for putting up such imitations. Our design, name and trademark are registered, and we are determined to protect our rights in the future, as in the past, and will rigorously prosecute all parties trading in such imitations or infringements. NASAL BALM can be had of all wholesale dealers, and you will find it to your interest to order your supply at once.

FULFORD & CO., Brockville, Ont.

T. MILBURN & CO.

55 COLBORNE STREET

TORONTO, - - ONTARIO

Specialties :

Burdock Blood Bitters.
Burdock Healing Ointment.
Burdock L. and K. Plaster.
Burdock Pills.
Victoria Hypophosphites.
Victoria Buchu and Uva Usir.
Hagyard's Pain Remedy.
Hagyard's Pectoral Balsam.
Hagyard's Cathartic Pills.
Hagyard's Yellow Oil.
Hagyard's Black Oil
Hagyard's Condition Powders.
Dr. Wilson's Magnetic Ointment
Haygard's Cattle Sp ce.
Dr. Fowler's Extract Strawberry.
Dr. Boyer's Galvanic Fluid.
Dr. Fife's Worm Lozenges.
National Pills.
Egyptian Salve.
Dr. Abernethy's Worm Candy.
Freeman's Soothing Syrup.
Freeman's Worm Powders.
Freeman's New Domestic Dyes.
Dr. Low's Worm Syrup.
Dr. Low s Sulphur Soap.
Dr. Low's Pain Cure Oil.
Milburn's Beef, Iron and Wine.
Milburn's Quinine Wine.
Roscoe's Hair Reviver.

LAWSON & JONES
Forest City Label Works

LONDON, - - CANADA

Established 1882

We are the only firm in Canada devoting special attention to

CHEMISTS' PRINTING

and with our present facilities we can successfully compete with any of the American or European Label houses We invite comparison of our work and prices with others.

We also supply Estes' Turned Wood Boxes, Gill's Seamless Tin Boxes, Paper Pill and Powder Boxes, Cartons and special lines of Containers

Write for Catalogue. Mention this paper.

LAWSON & JONES
226 King Street, - London, Canada

W. A. GILL & Co. COLUMBUS, OHIO, U.S.A.

PLAIN, LACQUERED BOXES AND DECORATED

MAKE THE BEST SEAMLESS TIN

• IN • THE • MARKET •

For sale at Manufacturers' Prices by the leading wholesale druggists and druggists' sundrymen throughout Canada.

THE WINGATE CHEMICAL CO.

B. E. McGALE, Manager

Cor. Notre-Dame & Maple Ave., Montreal

PROPRIETORS OF

Smith's Green Mountain Renovator
Stanton's Pain Relief
Wingate's Pulmonic Troches
Wingate's Dyspepsia Tablets, Lozenges
Wingate's Cavalry Condition Powders
Wingate's Medicated Glycerine
McGale's Sprucine
Dr. Coderre's Infant's Syrup
Gregory's Toothache Cure
McGale's Butternut Pills

Canada Truss Factory

Established 1856.

F. GROSS,

712 Craig St., Montreal,

Before using. After using.

Manufacturer of all kinds of Trusses, Instruments for physical Deformities, Artificial Limbs, Gross' Improved Chest Expanders and Shoulder Brace.

The Deaf Made to Hear.

☞ Elastic Stockings, etc., on hand, and made to order

HOW TO MAKE

RUBBER STAMP INK.

The Best is Always the Cheapest.

Send 25c. in postage stamps for manufacturer's formula for Rubber Stamp Ink, any color. Brilliant in color, and guaranteed to give satisfaction. Every druggist should have this recipe.

G. M. HALDANE,

Rubber Stamp Manufacturer,

STRATHROY, - ONT.

MORSE'S

FINE FRENCH MILLED TOILET SOAPS. Confined solely to the Drug Trade.

Corinne, Bouquet, Cashmere Bouquet, Cold Cream and Honey, Infants Delight, 33 per cent. Glycerine.

The English Franco-American Perfumes are the finest, most delicate and lasting odours offered to the trade We make a specialty of the following in bulk:—White Rose, Jockey Club, White Heliotrope, Ess. Bouquet, Winona Bouquet, Olive Blossom, Stephanotis, Spring Lilac, Wood Violet, Lily of the Valley, White Clover and Musk

Corinne Bouquet, 1 oz., Sprinkle Top at $1.25 per bottle, gives more satisfaction than any perfume in the world. JOHN TAYLOR & CO. Agents for the Dominion. Address 77 Front St. East, Toronto.

R. BRAYLEY.

Wrapping Papers, -:- Paper Bags,

TWINES,

Tags, Commercial Stationery, Blank Books, Sea Island Twine, Boudoir Paper Comb Bags, Tooth Brush Bags, Seidlitz Powder Boxes, White D.D. Paper, D. Blue Paper, etc., etc. Printing at lowest prices.

14 Front Street West, - TORONTO.

The best signs in the world. These letters do not drop off. Catalogue and Price List on application to

NORMAN W. McLAREN, 57 College St., Montreal.

Toronto Agency—36½ Wellington St. W.

G. C. BRIGGS & SONS

25 King St. West,

Hamilton, - Ont.

SPECIALTIES :

Briggs' Black Oil
Briggs' Life Pills
Briggs' Electric Oil.
Briggs' Magic Relief
Brigs' Botanic Bitters
Hope's Magnetic Ointment
Hope's Anodyne Toothache Drops
Prof. Kennedy's Combination Pills
Wistar's Pulmonic Syrup
Lamont's Baby Cordial
Sittzer's Worm Candy
Sittzer's Worm Syrup
Leistershire Tick and Vermin Destroyer
Kennedy's Founder and Hoof Ointment
Golden Eye Salve
Star Cement
Wade's Condition Powders
Clarke's Female Pills
Peleg White's Sticking Salve
Temple's Harness Dressing Oil
Oriental Confections
Shoo-Fly Fly Poison

J. M. FORTIER,

MANUFACTURERS OF

HIGH GRADE CIGARS

143 TO 153 ST. MAURICE ST.,

MONTREAL.

THE BEST FOOD TO GET STRONG

—ON FOR—

INVALIDS OR CONVALESCENTS

—: IS :—

JOHNSTON'S FLUID BEEF

THE GREAT

STRENGTH GIVER

It is prepared with the greatest care from carefully selected meat, and by its PATENT PROCESS of manufacture, all the NUTRITIOUS CONSTITUENTS OF MEAT ARE PRESERVED.

NOTE ON HYPOPHOSPHOROUS ACID AS A SOLVENT OF STRYCHNINE AND MORPHINE.

By H. W. Jones, F.C.S.

In searching for readily soluble salts of strychnine and morphine for hypodermic medication, I was struck with the extreme solubility of both these alkaloids in dilute hypophosphorous acid ; and the ease with which they dissolve to form neutral, or practically neutral, solutions when hypophosphorous acid is employed, points to a possibly advantageous use of such compounds for hypodermic injections.

In the case of hypophosphite of strychnine it appears to be a very stable salt in solution, and hypophosphorous acid might, I think, be usefully employed, not only to form a hypodermic injection, but also in place of the hydrochloric acid ordered for making lic. strychninæ P.B., as the official preparation sometimes gives trouble in cold weather from the separation of crystalline matter.

The morphine combination also appears to keep better in solution than the acetate, and would more easily afford a stronger solution than the official inject. morphinæ hypoderm. in cases where such was required. A solution 1 in 6 is sometimes wanted, and the ready solubility of hypophosphite of morphine allows of this being easily made, or even of a very much stronger solution. Thus for a concentrated injection intended for veterinary use, I have found no difficulty in preparing a solution four times the strength of the official injection.

The solutions so produced with hypophosphorous acid, and using a slight excess of morphine of strychnine, are neutral or only very faintly acid. In the case of morphia I have found it advantageous to make a decidedly strong solution to estimate the morphine, and dilute to the required strength ; and a similar method may obviously be followed with regard to strychnine. Morphine hypophosphite is so readily soluble that crystals only separate from a thick syrupy mother liquor after keeping for some time.

Strychnine hypophosphite can be more easily obtained, as although exceedingly soluble, the highly concentrated solution solidifies on cooling to a crystalline mass from which the salt can be separated.

The salts of both alkaloids would well repay an extended examination both as to composition and solubility.—[British and Colonial Druggist.

CONCENTRATED INFUSIONS BY COLD PERCOLATION.

(From Mr. Chas. E. Dodsley, Middlesbrough.)

Amidst the multitude of new remedies which are continually being introduced from one source or another, and with which pharmacists must become and keep acquainted if they would be equal with the times, there is a fear of improvements in the manufacture of some older preparations being overlooked or neglected Despite this influx of new remedies amongst older preparations. infusions still maintain a place. Some remarks on "Concentrated Infusions" will therefore not be behind the times, and may prove useful to those readers of the B. & C. D. who have a constant demand for such. My intention is not to set forth the advantages or otherwise of concentrated infusions, but to give a few hints based upon practical experience, which may be helpful to any who, either through want of details in mode of procedure or disheartened by failure in previous experiments, do not make such preparations.

What is required in a concentrated infusion is : first, that it should when diluted, yield a product as near like the fresh infusion in taste, colour and smell, as is possible ; secondly, that it should not be liable to decompose or deposit on keeping.

Two things must be borne in mind during peparation, that the drug to be treated be in the most suitable state of subdivision, to allow the free extraction of soluble matter, and, that the menstruum employed be the best adapted for that purpose.

Concentrated infusion of calumba is one of the most unsatisfactory for keeping. If prepared as follows a satisfactory article will result :—Take picked calumba root, 2 lbs., reduce to a uniform very coarse powder in a drug mill. Macerate the powder in a mixture of 12 ounces of rectified spirit and 48 ounces of distilled water. After 48 hours percolate slowly until no supernatant liquid remains ; then add distilled water in small successive portions until 89 ounces is collected. If the calumba root be too finely powdered a semi-fluid gelatinous mass will result upon maceration, rendering percolation almost impossible

Infusion of gentian is perhaps in more constant demand than any other. Take gentian root, bruised, 8 ounces ; dried orange peel, bruised, 8 ounces ; fresh lemon peel, 16 ounces. Dry the lemon peel with a gentle heat and cut small. Macerate together with 50 ounces of distilled water and 12 ounces of rectified spirit for 24 hours. Pack in percolator and continue percolation with distilled water until 68 ounces have passed through. Reserve this, and continue adding more water until the marc is exhausted. If more than 12 ounces is required to effect this, evaporate the second percolate down to 12 fl. ounces, and when cold, mix with the reserved portion. Stand aside for 12 hours to allow any deposit that may form from the mixture of two solutions to settle, and then, if necessary, filter.

The quantity of menstruum required to effect exhaustion is resultant upon three things : That the drug should be thoroughly permeated by the liquid during maceration ; the manner in which it is packed into the percolator; and that care be used in pouring successive portions of liquid over the marc, so as to avoid causing too rapid percolation, and still not allow air bubbles by the liquid falling below the top of marc. This applies equally to percolation at all times.

Acid infusion of roses is a favourite vehicle with some prescribers. The following method of procedure will yield a preparation in all respect superior to a fresh infusion :—Take 1 lb. dried red rose petals, and break small by rubbing through a coarse wire sieve. Macerate the broken petals with 70 ounces of distilled water, shaking frequently. After four days transfer to a percolator and exhaust as follows : Collect one pint of liquid and with this repercolate. Repeat this with the second and third pints which pass through. Displace by adding water in successive portions until the percolate measures 80 ounces. Add to this ℥v. m. 20 pure sulphuric acid, and shake well together.

Most readers will remember at one time or another having had to use a "concentrated infusion of senega" with an unsightly looking deposit at the bottom of the bottle, representing sometimes one-third of the whole bulk. Such a state of things may be obviated by making your own preparation, as follows:—Take senega root 2 lbs., reduce to a coarse powder, and macerate for 48 hours in 64 ounces of distilled water. Then allow to slowly percolate, and with the first portion which passes through repercolate, finally adding more water until the collected percolate measures 64 ounces. To this add 16 ounces of rectified spirit. Set aside for three days, filter and make up to 80 ounces with distilled water.—[British and Colonial Druggist.

LOOFAHS.

The loofah or towel gourd (Luffa Ægyptica) is indigenous to Egypt and Arabia, but is grown extensively in Western Africa, the West Indies and the Southern States. The plant, a cucurbitaceous one, is a climbing vine which frequently attains a length of thirty feet. It is chiefly remarkable for its ovate fleshy fruit, of which it seldom bears more than a dozen, varying in length from six inches to two feet. This fruit in the fresh state is elliptical ovate, and has a green epidermis marked longitudinally with black lines. It is the close vascular network of this fruit, freed from the epidermis, pulp and seeds, which forms the loofah, so familiar to chemists for a dozen years or more. The natives of the countries in which the towel gourds grows have long used them as scrubbing brushes and strainers. To prepare them for these purposes the epidermis is removed, and the peeled fruit then thoroughly washed in water and beaten so as to remove the mucilaginous pulp and the seeds. Although loofahs have long been used by natives for washing purposes, we have heard it said that their introduction into this country was a mere accident. The gourd is also used for making fancy toilet

articles, which are so highly thought of in the West Indies that a sample (a small basket) was sent to the Queen as a Jubilee present, and was shown in St. James' Palace. Recently the uses of the loofah have been greatly extended by a German manufacturer established at Halle on the Saale. He makes from them loofah soles, which have to a large extent replaced those made of straw and felt. The loofah soles warm the feet in winter and cool them in summer, keeping them constantly dry. They are extremely elastic and easily washed with soap and water. Saddle undercloths are also made from loofahs, which have the virtue of preventing the animal from remaining wet under the saddle after sweating. But what may be considered the most important application of the loofah is in the manufacture of surgical bandage stuffs. Bandages made of this material are competing closely with the wood-wool kind, which were introduced some time ago. There are unquestionably other uses to which the loofah might be applied, and as enormous quantities are attainable at a low rate (some bales were a year ago sold in London at a rate of five a penny), further applications are only a question of time. The seeds of the loofah contain fixed oil, but this is too small quantity (2.5 per cent.) to pay for its extraction. The mucilaginous matter is so rich in bassorin that an infusion of the fruit becomes almost solid on cooling. A congener, Luffa bindaal, is used in India medicinally as a remedy for carbuncle. For this purpose an infusion of the fruit is used as a fomentation, which causes the slough to come out entire. There are other species, L. purgans and L. drastica —the fruits of which are known as American colocynth—possess powerful purgative properties, as might be expected of cucurbitaceous plants. Several are of a bitter character, e.g., L. echinata, an Indian plant, the fruit-fibre of which, according to Dymock, is intensely bitter, and is used medicinally by the Hindoos. —[Chemist and Druggist.

PHENOL CAMPHOR is prepared by dissolving three parts of camphor in one part of carbolic acid. This produces a rather thin, clear, yellowish liquid, with a strongly camphoraceous taste and smell, which is used in dentistry for preventing suppuration; unlike carbolic acid, it is painless in its action.

QUERIES WANTED.—At the San Francisco meeting of the American Pharmaceutical Association a resolution was passed requesting the members to propose such queries as they would like to see answered next year. Such queries should be forwarded at once to the chairman of the section on scientific papers, H. M. Whelpley, St. Louis, Mo. Members who have decided to write papers should send the titles to the same address.

Pestle-handles have the knack of parting company with the head. When this happens heat the head well, and half fill the socket with melted shellac; having wound a piece of twine in a spiral round the handle, press it into the socket.

Lady customer: "Have you any reliable corn solvent — something you can recommend?" Chemist: "Certainly, madam, here's an article. One customer of mine has been using nothing else for fourteen years."

ADAMS & SONS,

23 CHURCH ST. - TORONTO, ONT.

Tutti Frutti, Tampico, Black Jack, Sappota, Red Rose, Magic Trick, Taffy, Liquorice, Caramel, Tolu, N. Y. Gum—100 and 200 pieces.

Send for descriptive circular containing description of goods, with elegant lithographs free.

HUMPHREYS'

SPECIFICS. VETERINARY SPECIFICS.

SPECIAL PRESCRIPTIONS.

WITCH HAZEL OIL. MARVEL OF HEALING.

Stocked by all wholesale druggists in Canada and delivered

DUTY FREE.

Write for catalogue, photographs of counter show cases, terms and inducements.

HUMPHREYS' MEDICINE COMPANY

109 FULTON ST., NEW YORK.

THE ALBERT TOILET SOAP COY'S has the largest sale of any Toilet Soap in the country on account of its uniformly excellent, delicate and fragrant qualities.

Address the ALBERT TOILET SOAP CO., Montreal, for Price List.

FAST SELLERS

ALASKA CREAM

For Chapped Hands, Face, Lips, etc. In summer for Tan, Freckles, Sunburn.

DR. OAKWOOD'S

SYRUP OF TAR and TOLU

—FOR—

Coughs, Colds, Hoarseness, Asthma, Bronchitis, Croup, Whooping Cough, etc.

RETAIL AT 25 CENTS

STUART W. JOHNSTON

TORONTO.

TO THE TRADE.

HIRST'S PAIN Exterminator.

The Greatest Pain Remedy yet introduced to the suffering public. Thousands who have used it can testify to the many wonderful cures it has made with young and old suffering from Neuralgia, Rheumatism, Swelling, Strains, Lumbago, Pains in the Side or Back, Cramps or Summer Complaints. As an internal and external medicine it has no equal. For sale by all druggists and medicine dealers. For sale wholesale by

Toronto:

NORTHROP & LYMAN, LYMAN BROS.,
T. MILBURN & CO., ELLIOTT & CO.,
F. F. DALLEY & CO., EVANS & SONS, LTD.

Hamilton:

J. WINER & CO., ARCHDALE WILSON & CO.
F. F. DALLEY & CO., G. O. BRIGGS & SONS.

London:

LONDON DRUG CO., C. MCCALLUM,
JAS. KENNEDY & CO.

Montreal:

EVANS & SONS, LTD.

FREDERICK STEARNS & Co

Established 1855—11 years.

Windsor, Ont., Detroit, Mich.
San Francisco, New York City.

MANUFACTURING PHARMACISTS,

Detroit, Mich., U.S.

We offer to the Trade full lines of the following standard Pharmaceutical Products of our own manufacture, as well as many specialties not easily classified under any of the general heads, but which are fully described in our Price Lists and Catalogues, any of which will be mailed postpaid on application.

Fluid Extracts (assayed).
Solid Extracts (assayed), soft and powdered.
Pills and Granules Sugar, Gelatine and Pearl Coated United Granules.
Positive Medicaments Alkametric (Dosimetric) Granules.
Elixirs Wines, Tinctures (assayed), Solutions, Oint ments, Cordials.
Capsules Soft Elastic Filled, Hard Filled and Empty Gelatine.
Powdered Drugs—(Assayed and Guaranteed)
Syrups Medicinal and Medicated
Concentrations (Resinoids), Oleoresins
Concentrated Liquors For extemporaneous use
Digestive Ferments Pepsin Pure, Scale Saccharated, Lactinated Pancreatin, Pure and Sacch
Lozenges Hand made and Compressed. Menthol Pencils and Inhalers
Compressed Tablets and Pills—Hypodermic Tablets
Effervescent Granular Preparations Suppositories, Glycerates.
Saxoline—Plain, Perfumed, Medicated its preparations and combinations
Cascara Sagrada In fl ui d Extract and Solid Extracts, Cordial, Pills, Granules, Capsules, etc
Plasters In Roll, Pieces, Court and Surgeons.
Soda-Water Requisites Fruit Juices, Soluble Essences, Flavoring Extracts etc
Perfumes Handkerchief Extracts, Toilet Waters, Sachet Powders, etc
National Formulary Preparations Elixirs, Wines and Syrups

NON SECRET MEDICINES

Were originated by us 14 years ago, and are simply ready made prescriptions for household use, pharmaceutically prepared without secrecy or fraud. They entirely replace patent or quack medicines, with profit to the retailer and satisfaction to the consumer. They are sold in every country and colony on the face of the globe. Our ILLUSTRATED CATALOGUE No. 99 treats fully on plan, prices and terms. Free on application.

In the preparation and putting up of a private formula in pills, powder, liquid or any other form, we can do it better, cheaper and more elegantly than the retail dealer can possibly himself. Send for quotations.

SPECIALTIES.

STEARNS FINE PERFUMES. Amorata, "4" Roses, May Blossom, Nadyl, Fitvema and other *special* odors. Finest goods made anywhere. Each 8 pints in elegant cherry show case, with rich silk curtain. Bottles have cut glass stoppers. Labels etched on glass. The favorite perfumes of America. Novel, elegant advertising means supplied.

BROMIPARINE. The great headache remedy. A positive cure. In effervescing granular form containing Antipyrin, Caffeine and Bromides.

AROMATIC TOOTH SOAP. The best dentifrice made. In colored lithographed hinged top boxes.

"THE IDEAL INHALER. (Menthol ized Air) Extends cold in the head.

TONIC HYPOPHOSPHITES. Replaces trade marked and proprietary syrups at half the price.

CASCARA CONSTIPATION CURE. The "Ideal" Liquid Laxative. Tasteless, but efficient.

Correspondence Solicited.

BUSINESS NOTICES.

We are in receipt of Catalogue No. 90, of Frederick Stearns & Co., which is far ahead of anything heretofore issued by this enterprising firm. Besides the usual enumeration of non-secret remedies, to which many new ones have been added, and for which this firm has become noted, it contains in part II a description of a number of toilet articles and perfumery, very tastily put up, and should be good sellers, also a pharmaceutical price list. "B," enumerating their excellent products in these lines. Write for their catalogue, mentioning the CANADIAN DRUGGIST, Canadian Branch at Windsor, Ont.

In our September number we spoke of the expediency of druggists putting in a stock of optical goods. Elsewhere in this issue appears the advertisement of B. Lawrance & Co, Montreal, a firm of long standing, who not only do business from one end of the Dominion to the other, but also have a large trade in South America, West India Islands and United States, and who handle only first-class English goods. Write them.

H. A. Nelson & Sons, Toronto, advertise in this number a full line of druggists' sundries and holiday goods, in which lines their assortments are always very complete.

When you want anything in surgical instruments, elastic stockings, trusses or any surgical appliances write to F. Gross, 712 Craig Street, Montreal, who can supply you with any of them, and who will, on application, by mentioning this paper, send you a catalogue of his goods.

Not the least important part of the general druggists' trade, is the sale of package dyes and dye stuffs. Amongst the many makes of these household conveniences, the Turkish dyes take a leading place. True to colour, in a large variety of shades, both for woollen and cloth, they command a ready sale. See advertisement in another column.

The old established house of Alfred Savage & Son advertise their famous Albert Toilet Soaps in our columns. Their brands of Baby's Own, Geramum Leaves, Sharon Bouquet, and Musk Brown Windsor, are decidedly druggists' favorites.

OPIUM.

The following circular from McKesson & Robbins, New York, confirms our reports of a further probable advance in this article.

We might state that the opium received in Canada is not subject to the adulterations mentioned in circular as the opium sold by our wholesale dealers is all purchased in bond, and therefore cannot be "manipulated" in the U. S.:

The non-receipt of orders against quotations, made by us for opium, and the fact that sales have been made at from 5c. to 10c. per lb. under our figures, led us to investigate the matter. Through a third party, we obtained samples of this low-priced opium (against which we had been quoting U. S. P. quality), and after examining and testing same, found it had been manipulated, and reduced evidently after arrival in this country, to far below Custom House and U. S. P. requirements, and we therefore call the attention of the trade to the above, and consider it due to ourselves that the facts be known.

In making quotations for opium, we always guarantee U. S. P. quality.

Cable advices received to-day report the market in Turkey very strong, large sales having been made to the Dutch Government. Speculators there believe in much higher prices based on the short crop, and that European and American buyers must sooner or later draw upon the Turkish market for their supplies.

Very respectfully,
McKESSON & ROBBINS.

MARKET REPORT.

Business during the past month has been very good, indeed, better than during Fair month of any previous year.

Opium is higher in London and Smyrna holders will not sell except in a retail way. Probabilities are it will be higher.

Morphia, of course, sympathizes with it

Mace is firmer.

Gum shellac is advancing.

Citric and Tartaric Acid are in good demand. The market is weak and no immediate advance expected.

Ambergris scarce and dear.

Cocaine firm and tending upwards.

Ergot has advanced and will likely go higher.

Iodides have resumed their old figures as we predicted.

Mercurials are all higher owing to the advance in quicksilver.

Quinine is improving in price, having advanced about five cents an ounce.

Balsam Copaiba is firmer.

Camphor still maintains its high price, and even higher prices are looked for.

Borax is scarce and firm at price quoted.

Oil Cassia is higher, Peppermint a trifle lower, and Lemon remains at last month's price.

TO THE DRUG TRADE

We will be glad to give quotations for Compressing Special Formulæ of Lozenges, Triturates, Hypodermics, and Pills in quantities; and also for Sugar Coating and for Special Formulæ Elixirs, Syrups, Fluid Extracts, etc. Price Lists and other printed matter and samples will be sent by mail on application.

DAVIS & LAWRENCE CO., Limited,
MONTREAL,
General Agents for the Dominion of Canada for
WYETH'S SPECIALTIES.

WILSON'S
FLY POISON PADS

There is a Druggist in Canada who is selling these pads. You are losing money every day, and not doing justice to some of your customers' goods which will give complete satisfaction, and bring them back to your store.

No other Fly Poison has ever had the same sale in Canada, or given the same satisfaction.

PRICE PER BOX OF 50 PACKETS, $2.50, OR THREE BOXES FOR $7.00. RETAIL PRICE, 10 CENTS.

ARCHDALE WILSON & CO.

WHOLESALE DRUGGISTS, - - HAMILTON, ONT.

CANADIAN DRUGGIST PRICES CURRENT.

CORRECTED TO OCT. 10, 1889.

The quotations given represent average prices for quantities usually purchased by Retail Dealers. Larger parcels may be obtained at lower figures, but quantities smaller than those named will command an advance.

Acid, Acetic	lb.	$ 12½	$ 13
Arsenic		26	27
Benzoic, English, from benzoin	oz	25	30
Boric	lb.	23	30
Carbolic, Crystals, super		1 55	2 15
Commercial		50	70
Citric		65	70
Gallic		1 45	1 80
Hydrocyanic	oz	10	12½
Hydrobromic, dil		30	45
Lactic, concentrated	lb.	3 50	4 00
Muriatic		3½	4
chem. pure		20	20
Nitric		11	18
chem. pure		25	30
Oxalic		15	16
Phosphoric, glacial		1 35	1 80
dilute		17	25
Salicylic		2 00	2 50
Sulphuric		2½	3
chem. pure		19	22
Aromatic		50	60
Tannic		1 10	1 40
Tartaric, powdered		50	55
Aconitin, pure, 60 c. p. by bbl., net	gal.	$ 28	
By gal		$ 30	
Alcanet	lb.	15	15
Powdered			20
Alum		12	8
Ammonia, liquor, 880		15	18
Aromatic Spirits		40	45
Bromide		75	80
Carbonate		12	15
Iodide	oz	50	60
Muriate	lb.	12	14
Annatto		30	35
Antimony, black, powdered		15	15
and potas, tart		55	60
Arrowroot, Bermuda		45	50
Jamaica		14	22
Arsenic, Donovan's solution		30	35
Fowler's solution		12½	15
White		6½	8
Balsam, Canada		45	50
Copaiva		30	1 10
Peru		2 50	2 75
Tolu		65	70
Barks, Barberry, powdered	lb.	30	35
Cascara Sagra		15	16
Cassia		15	20
Ground		25	30
Cinchona, red		30	40
Powdered		60	50
Calisaya, yellow		60	1 40
Pale		90	1 00
Rub		80	1 00
Elm, selected		15	18
Ground		15	20
Flour, packets		18	20
Orange Peel, bitter		16	18
Soap, Quillaya		14	18
Sassafras		10	12
Wild Cherry		10	12
Bean, Tonka		1 25	2 50
Vanilla		6 00	9 00
Berry, Cubeb		2 50	2 75
Powdered		2 60	2 80
Juniper		15	18
Bismuth, sub-carbonate		3 00	3 10
Sub-nitrate		2 50	2 60
Liquor		35	40
Borax		12	15
Powdered		13	15
Butter, Cacao		75	80
Camphor, English		52	55
American		45	47
Cantharides		2 00	2 25
Powdered		2 10	2 25
Capsicum		25	30
Powdered		30	40
Carbon, bisulphide		12	20
Chalk, French, powdered		6	10
Precipitated		10	12
Prepared		5	6
Chloroform, pure		1 10	1 20
U. S. P.		1 75	1 90
German		65	75
Chloral, hydrate		1 35	1 60
Cinchonine, muriate	oz	13	20
Sulphate		20	25
Cinchonidia, sulphate		13	20
Cloves	lb.	35	40
Powdered		40	45
Cochineal, S. G.		40	45
Cocaine, muriate	oz	6 00	7 00
Collodion	lb.	75	90
Confection, senna		25	30
Copper, sulphate		8	9
Copperas		1½	2½
Cream Tartar, powdered		30	32
Creosote, wood		2 00	2 30
Cubebs		15	20
Cuttle-fish Bone	lb.	8	10
Dextrine		6	7
Emery, Sorts	qrs.	2	3
Ergot		80	1 00
Extracts, acetic		75	80
Nitrous, sweet		35	35
Saturnine, 750		35	75
Extract, Belladonna		75	85
Colocynth, Co.		1 25	1 75
Gentian		50	60
Hemlock, Am.		1 00	1 10
Henbane		75	85
Jalap		2 50	3 00
Logwood, bulk		13	15
" packages		15	18
Mandrake		1 75	2 00
Nux Vomica	oz	20	30
Opium		75	85
Rhubarb	lb.	4 00	5 00
Sarsa, Hond. Cr.		1 00	1 20
" Jam. Co.		3 00	3 50
Taraxacum, Am.		70	80
Flowers, arnica		20	25
Chamomile		40	45
Flowers, Lavender		1	15
Rose, red, French		2 40	2 50
Galls, powdered		23	30
Gelatine, Coxe's	doz.	1 10	1 25
French	lb.	45	60
Glycerine, 80	lb. cs	20	25
Prices		20	30
Green, Paris		20	30
Gum, Aloes, Barb		30	40
Aloes, Cape		20	30
Socot		40	50
Powdered		70	75
Arabic, select		1 00	1 10
" " powdered		1 10	1 20
Sorts		75	80
" powdered		80	90
Assafœtida		24	28
Benzoin		30	40
Catechu		14	16
Gamboge		1 20	1 30
Guaiacum		30	40
Myrrh		45	50
Opium		3 20	4 00
Powdered		3 30	4 20
Sandarac, powdered		1 25	1 50
Vine		12 50	14 00
Shellac, orange		45	50
Liver		30	35
Storax		30	35
Tragacanth, flake		75	1 00
Common		25	60

Herb, Boneset	lb.	$0 15	$0 20
Goldthread	"	60	75
Horehound	"	18	20
Lobelia	"	18	20
Honey	"	20	25
Hops	"	30	40
Ichthyol	oz.	45	50
Indigo, Madras	lb.	75	90
Insect Powder, pure	"	50	55
Iodine, commercial	"	5 00	5 50
Resublimed	"	5 50	6 00
Iron, carbonate, precipitated	"	15	20
Saccharated	"	35	40
Chloride, solution, B. P.	"	15	18
Citrate and Ammonium	"	75	80
" and Quinine	oz.	20	40
" and Strychnine	"	15	20
Dialyzed, solution	lb.	50	75
Iodide, syrup	"	40	45
Pyrophosphate	"	1 00	1 00
Sulphate, pure	"	7	8
Iodoform	"	6 00	7 00
Japonica	"	8	9
Lead, Acetate, white	"	13	15
Sub-Acetate, sol	"	10	12
Leaf, Belladonna	"	25	30
Buchu	"	18	20
Coca	"	75	90
Digitalis	"	25	30
Eucalyptus	"	25	35
Hyoscyamus	"	25	30
Jaborandi	"	50	60
Matico	"	75	80
Senna, Alexandria	"	50	75
Tinnevelly	"	15	25
India	"	15	17
Stramonium	"	25	30
Uva Ursi	"	15	17
Leptandrin	oz.	50	60
Lime, Chloride	lb.	3¼	4½
Packages	"	6	7
Hypophosphite	"	1 50	2 00
Phosphate	"	35	38
Sulphite	"	10	11
Liquorice, Solazzi	"	45	50
Pignatelli	"	35	38
Y. & S. Pellets	"	40	00
Other brands	"	14	35
Lye, concentrated	doz.	90	1 00
Madder, best Dutch	lb.	12½	14
Magnesia, Carb., 1 oz.	"	20	22
Carb., 4 oz	"	16	20
Calcined	"	55	65
Citrate, gran	"	40	75
Sulphate	"	1¼	3
Manganese, black oxide	"	4½	6
Manna	"	1 75	
Menthol	"	4 50	5 00
Mercury	"	85	90
Ammoniated	"	1 30	1 45
Bichlor	"	1 10	1 20
Biniodide	"	4 50	4 75
Bisulphate	"	1 15	1 25
Chloride	"	1 20	1 30
C. Chalk	"	55	60
Nitric Oxide	"	1 25	1 30
Oleate	"	1 25	1 30
Morphia, Acet	oz.	1 80	2 00
Muriat	"	1 80	2 00
Sulphat	"	1 90	2 00
Moss, Iceland	lb.	9	10
Irish	"	10½	12
Musk, Tonquin, rue	oz.	36 00	40 00
Canton	"	75	80
Nutmegs	lb.	1 00	1 05
Nux Vomica	"	8	10
Powdered	"	22	24
Oil, Almond, bitter	oz.	75	80
" Sweet	lb.	50	60
Amber, rectified	"	65	70
Anise	"	3 00	3 20
Bergamot	"	3 75	4 00
Cajuput	"	1 25	1 50
Caraway	"	3 50	4 00
Cassia	"	1 50	1 57
Castor	"	11	15
Cedar	"	75	1 25
Citronella	lb.	$0 85	$0 90
Cloves	"	2 50	2 75
Cod-liver, N. F.	gal.	90	1 00
Norwegian	"	1 50	1 75
Cotton Seed	"	1 00	1 10
Croton	lb.	1 25	1 50
Cubeb	"	16 00	17 00
Geranium, India	"	3 00	3 20
Hemlock	"	75	80
Juniper	"	65	70
Lavender, English	oz.	1 75	1 90
French, pure	"	75	1 00
Lemon	lb.	1 90	2 20
Lemon Grass	"	1 50	1 60
Linseed, boiled	9 lb., gal.	70	75
Raw	"	75	80
Neatsfoot	"	90	1 00
Olive, common	"	1 30	1 40
Salad	"	2 00	2 75
Orange	lb.	3 00	3 25
Origanum	"	60	75
Pennyroyal	"	1 75	1 90
Peppermint, English	"	11 00	12 00
American	"	3 75	4 00
Rose, Kissanlik	oz.	9 00	14 00
Good	"	6 25	8 50
Rosemary	lb.	70	75
Sandalwood	"	5 50	8 00
Sassafras	"	65	75
Seal, pale	gal.	55	60
Sperm, winter bleached	"	1 90	2 00
Tansy	lb.	4 25	4 50
Union Salad	gal.	1 10	1 15
Wintergreen	lb.	3 00	3 25
Wormwood	"	6 00	6 57
Ointment, mercurial	"	65	70
Citrine	"	35	38
Opium. See Gum.			
Orange Peel	"	16	17
Pepsin, Eng	"	3 00	3 50
Saccharated	"	5 25	6 00
Pepper, black	"	22	25
Powdered	"	25	27
White powdered	"	38	40
Pill, Blue, Mass.	"	60	65
Pilocarpine	gr.	6	12
Pitch, black	bbl.	3 75	4 00
Burgundy	lb.	10	13
Phosphorus	"	90	1 00
Podophyllin	oz.	40	45
Poppy Heads	100	90	95
Potassa, caustic, white sticks	lb.	65	70
Liquor	"	10	12
Potassium, Acetate, granulated	"	50	55
Bicarbonate	"	17	20
Bichromate	"	12	13
Bitartrate (Cream Tartar)	"	30	35
Bromide	"	55	58
Carbonate	"	13	15
Chlorate	"	18	20
Cyanide, Fused	"	40	52
Iodide	"	3 75	4 00
Nitrate	"	9	11
Permanganate	"	60	65
Prussiate, yellow	"	35	38
And Sodium Tartrate (Rochelle Salt)	"	32	38
Sulphuret	"	25	27
Quassia	"	9	10
Quinine, Howard's	oz.	45	47
German	"	35	40
Rosin, strained	bbl.	2 75	3 75
Clear, pale	"	4 50	5 00
Root, Aconite	lb.	24	25
Blood, powdered	"	20	22
Cohosh, black	"	13	15
Colchicum, German	"	25	35
Columbo	"	20	22
Powdered	"	30	35
Curcuma, ground	"	13	15
Elecampane	"	15	17
Powdered	"	20	22
Gentian	"	10	12
Ground	"	12	14
Powdered	"	15	17
Ginger, E. I.	"	12	18
Ginger—			
Powdered	lb.	$0 14	$0 20
Jamaica	"	24	28
Powdered	"	25	28
Golden Seal, powdered	"	1 00	1 10
Hellebore, white, powdered	"	13	15
Ipecac	"	2 50	2 60
Powdered	"	2 75	3 00
Jalap, powdered	"	38	40
Licorice, select	"	13	15
Powdered	"	14	15
Mandrake	"	16	18
Orris, Florentine	"	17	20
Powdered	"	24	26
Pink	"	90	95
Rhubarb	"	35	90
Fine trimmed	"	2 40	4 50
Powdered	"	60	2 25
Sarsaparilla, Honduras	"	50	53
Jamaica	"	60	65
Mexican	"	20	25
Seneka	"	75	85
Squill, white	"	15	20
Valerian, English	"	18	20
Sal Soda, by bbl	"	1¼	3
Saccharin	oz.	1 25	1 50
Salicin	lb.	3 25	3 75
Santonin	"	2 50	2 75
Seed, Anise, Italian	"	14	15
" Star	"	35	38
Canary, Sicily	"	4	5
Caraway	"	10	12
Cardamon, Malabar	"	1 00	1 25
Decorticated	"	1 50	2 00
Celery	"	25	30
Colchicum, German	"	90	1 00
Coriander	"	10	12
Flax, cleaned, Ontario	100 lbs.	3 25	3 50
Imported	"	0 00	0 00
Fenugeek, powdered	lb.	7	9
Hemp	"	5	5½
Mustard, white	"	9	11
Powdered	"	20	45
Rape	"	8	9
Saffron, American	"	35	50
Spanish	oz.	1 10	1 25
Sage	lb.	7	8
Silver, Nitrate	cash, "	11 00	13 00
Soap, Castile, mottled	"	8½	12
" white	"	13	16
Soda, Ash keg or cask,	"	1¾	2¼
Caustic drum or	"	2¾	5
Sodium, Acetate	"	25	30
Bicarb. Howard's	"	16	17
" Newcastle	keg	2 50	2 75
Carbonate, crystal	lb.	2½	3
Hyposulphite	"	3	4
Salicylate	"	2 25	2 50
Sulphate, Glauber's Salt	"	1½	3
Strychnine, crystals	oz.	1 10	1 25
Sulphur, precipitated	lb.	13	20
Sublimed	"	3	4
Roll	"	2½	3½
Tin, Muriate, crystals	"	35	37
Tamarinds	"	14	15
Tar	bbl.	4 50	4 75
Barbadoes	lb.	10	12
Terebene	"	75	90
Turpentine, Spirits	gal.	70	75
Chian	oz.	90	2 50
Venice	lb.	10	13
Veratria	oz.	2 00	2 50
Verdigris	lb.	35	55
Wax, white, pure	"	55	75
Yellow	"	42	45
Paraffine	"	17	20
Woods, Camwood	"	5½	8
Fustic, Cuban	"	2½	3
Logwood, Campeachy	"	2½	3
Quassia	"	9	10
Redwood	"	3½	5
Zinc, Chloride	"	1 10	1 25
Oxide	"	13	60
Sulphate, pure	"	9	12
" common	"	7	9
Valerianate	oz.	25	28
Sulphocarbolate	lb.	1 00	1 10

IF YOU DESIRE TO SECURE

The ♦ Holiday ♦ Trade

Advertise in the Nov. and Dec. Nos. "Canadian Druggist."

SEND FOR RATES TO "CANADIAN DRUGGIST," STRATHROY, ONT., Or, 6 WELLINGTON ST. W., TORONTO

CANADIAN DRUGGIST.

VOL. I. TORONTO, NOVEMBER, 1889. No. 5.

THE CANADIAN DRUGGIST,
6 Wellington St. W., Toronto, Ont.
And Strathroy, Ont.
WILLIAM J. DYAS, - - Editor and Publisher.

SUBSCRIPTION, $1 PER YEAR, IN ADVANCE.
Advertising Rates on Application

The Canadian Druggist is issued on the 15th of each month, and all matter for insertion should reach us by the 5th of the month.

All cheques or drafts, and matter intended for the editor, to be addressed to Box 438, Strathroy, Ont.

New advertisements or changes to be addressed
CANADIAN DRUGGIST, 6 WELLINGTON ST. W., TORONTO

RECOGNITION OF DIPLOMAS.

A correspondent in this issue enquires whether any steps have been taken towards the mutual recognition of diplomas granted by the Ontario College of Pharmacy and the Pharmaceutical Association of Quebec. The curriculum of study being now of a uniform standard in both Provinces, and a four years' apprenticeship having been adopted by the Ontario College, together with a compulsory Minor and Major Examinations, there seems to be no reason why immediate action should not be taken towards a reciprocal exchange of diplomas. As matters are at present the Quebec Association, we believe, accepts Ontario certificates in lieu of their Minor examination, and entitles the holder to a certificate as certified clerk, which gives him all the privileges of Licentiates, except doing business on their own account or occupying a position as manager of a branch store; these positions can only be filled by Licentiates of Pharmacy, those who have passed the Major Examination of the Quebec Association. This places Ontario graduates at a disadvantage if desiring to do business in the sister Province, and should be remedied as speedily as possible. We believe if the matter was brought before the Council of the Quebec Association by that of Ontario, who certainly should take the initiative in the movement, that a mutual exchange of diplomas would result.

A letter from Mr. Clark, President of the Council of the Ontario College, in reply to an enquiry from the editor of this journal as to the recognition of and by the Ontario College of other pharmaceutical organizations, gives us a clear statement of the relations existing between the several associations named. The letter is one that cannot fail to be interesting to the members of the profession throughout the Dominion.

PHARMACEUTICAL EXAMINATIONS.

The Board of Examiners of the Pharmaceutical Association of the Province of Quebec held their semi-annual examinations in the city of Montreal, on the 15th of October, when nine candidates for the minor, and one for the major examination entered their applications. Of these the following gentlemen, named in order of merit, obtained the requisite number of marks to pass, and are registered as "Certified clerks," namely: Joseph Philip Durand, Joseph Louis Roberze, P. Telesphore Martel, and Alexandre Lamothe.

The Boards of Preliminary Examiners met respectively in the cities of Montreal and Quebec on Thursday, Oct. 3rd, when seven candidates presented themselves in Montreal, and six candidates in the city of Quebec, the same questions being used in both cities. Of these, only one of the candidates from Quebec and three of those from Montreal obtained the requisite number of marks to to entitle them to be registered as "Certified apprentices." The names of the successful candidates are as follows: I. Emile Demers. Wilfred Leferriere, Kenneth C. Campbell, D. Jolicour. The preliminary examinations are held in Montreal and Quebec on the first Thursday in January, April, July and October. The questions are printed, and the examination is a written one. Every student of pharmacy, before he can be employed in a drug store, has to pass this examination, and be registered as a certified apprentice.

CANCELLING OF ORDERS.

Several wholesale houses have complained to us of the habit some retailers have of giving orders to travellers, and then cancelling them in a letter to the firm just about the time when the goods are ready for shipment, thus putting the firm to all the expense of making the sale and preparing the goods for the order without obtaining anything in return. This, with goods that are constantly in stock, is aggravating enough, but when a retailer cancels an import order, given, perhaps, months before for special goods which the wholesaler does not pretend to keep in stock, the loss is sure to be considerable, and it is but fair that that loss should be borne by the retailer. We heard of an instance the other day of a dealer in Manitoba who sold out his business, and cancelled all his orders for manufactured and imported goods given several months ago. When remonstrated with by a house upon whom he was shoving a number of lines that suited his trade, but which they expect to have difficulty in selling, he wrote that he was a "Scotchman on both sides, and was never known to give in, and that if it was gore they wanted, to come along." As a sample of unprincipled dealings this would be hard to surpass, and no doubt in time our Scotch friend will find out that he will lose in many ways by not being honest.

It should be clearly stipulated, when selling a business, that all import orders which the wholesalers are willing to ship to the purchaser of the business, should be accepted by him. Let a man buy carefully, and see that he receives what he buys, but let him never endanger his name for honesty, which is above price, and when once lost can never be regained. To retailers we would say, "Never cancel an order for goods that you can pay for"; and to the wholesaler, "Never accept a cancel of an order which, in your opinion, is the result of unbusiness-like dealings."

MIDDLESEX AND ELGIN ASSOCIATION.

London, Ont., Nov. 4, 1889.

Minutes of meeting of Middlesex and Elgin druggists, held in City Hall, London, on Tuesday, October, 22, 1889.

Members present: Messrs. Taylor and McLaren, of Watford; Reynolds, Foster and Hugill, of St. Thomas; Callard, Saunders, Mitchell, Kennedy, Burkholder, Barkwell and Lawrence, of London.

Moved by Mr. Lawrence, seconded by Mr. W. G. Saunders, that Mr. Foster be President for the ensuing year. Carried.

Moved by Mr. Callard, seconded by Mr. Mitchell, that Mr. W. G. Saunders be Vice-President. Carried.

Moved by Mr. Callard, seconded by Hugill, that Mr. L. T. Lawrence act as Secretary of the Association. Carried.

This Association to be known as District Association No.—

It was decided to accept the Watford druggists as associate members of this district, on account of their proximity to this district, but they are to vote for member of Council in District No.—

The following committees were appointed:

By-Laws and Legislation—Messrs. Hugill, Foster and Barkwell.

Membership—Messrs. Reynolds, Kennedy and Lawrence.

On Price-Book—Messrs. McCallum, Callard, MacLaren and Strong, with power to add to their number.

These committees were instructed to report at next meeting of the Association.

Moved by Mr. Callard, seconded by Mr. Reynolds, that we now adjourn, to meet at same hour and place on Tuesday, December 3rd, 1889.

CUSTOMS DECISIONS.

The following decisions were rendered by the Board of Customs during September and October:

Condensed milk, sweetened, a cent and a quarter per lb. and 35 per cent.

Condensed milk, unsweetened, 20 per cent.

Murray's fluid magnesia, 50 per cent.

Fusel oil, $1.90 per imperial gallon.

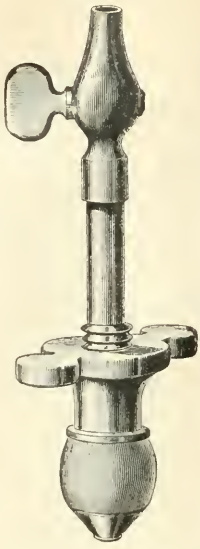
Ground turmeric, 20 per cent.

Sulphate of Sodium, 20 per cent.

Jellyine, a preparation of corn starch, sugar, etc., a cent and a quarter per lb., and 35 per cent.

W. L. Brooks, formerly with W. R. Steward, has started a store on Spadina Avenue, just opposite E. Hooper & Co.'s branch store.

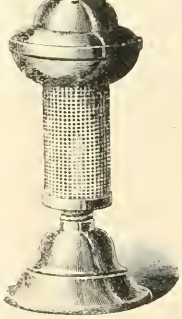
COMPRESSION BOTTLE FAUCET.



This is especially adapted for use in sick-rooms where champagne, Apollinaris water, or other effervescent liquids are to be administered at intervals, as the bottle can be kept tightly closed when not in use, and the gaseous qualities of the contents fully retained.

Made of hard metal, nickel plated. By screwing down the metal button, the rubber sleeve is compressed, causing it to bulge out at the sides, and making a tight joint in the neck of the bottle. This faucet is manufactured by the Whitall Tatum Co., New York and Philadelphia.

VAPORIZER.



For scenting apartments with perfume; removing musty or stale odors therefrom; disinfecting or purifying the atmosphere of sick-rooms, etc.

A great advantage of this vaporizer is, that it may be used either with alcohol lamp or with gas, the upper portion being made to fit gas burners of ordinary size. Manufactured by the Whitall Tatum Co., New York and Philadelphia.

W. A. Lee has bought out J. R. Bingham, 243 King Street East.

F. T. Burgiss has started another store, corner of Berekley and Queen Sts., Toronto.

W. C. Haskett, of Eliot & Co., has returned from Halifax, bringing a wife with him.

Read the advertisement of the Clong Corkscrew Co. in this number, and write them for catalogue and prices.

CORRESPONDENCE.

Hamilton, Nov. 1, 1889.

Editor Canadian Druggist:

Dear Sir.—Replying to your letter of Oct. 31st, asking the following: "Kindly inform me what Colleges of Pharmacy accept the diplomas of the Ontario College of Pharmacy, and what diplomas are recognized by it," I will give to you all the published information that is at my disposal.

In February, 1873, the following resolution was passed by the Council Board of our College: "That certificates of proficiency, or diplomas, of the Pharmaceutical Society of Great Britain, the Pharmaceutical Association of Quebec, and the Philadelphia College of Pharmacy, be recognized by this College, provided that the holder of such diploma has been four years in business, and the production of such diploma shall be considered by the Board of Examiners as sufficient evidence of the qualifications of the holder thereof, provided such resolution is in harmony with the Pharmacy Act."

In August, 1884, another resolution was passed by the Council, as follows: "That the holders of diplomas or certificates by examination of the Pharmaceutical Society of Great Britain be accepted by the college, and the holders be permitted to register without examination, and that the same privilege be granted to those holding the diplomas of the Quebec Pharmaceutical Association, the Pharmaceutical Association of Manitoba, the Philadelphia College of Pharmacy, the New York College of Pharmacy, the Chicago College of Pharmacy, the Massachusetts College of Pharmacy, and the California College of Pharmacy, provided these colleges accept similar diplomas from the Ontario College of Pharmacy."

The Pharmaceutical Association of Manitoba accept the diplomas of the Ontario College of Pharmacy, and the holders can register in Manitoba without passing an examination before the Board of Examiners in that Province; also the New York College of Pharmacy, Chicago College of Pharmacy, Massachusetts College of Pharmacy, and California College of Pharmacy recognize the diplomas of the Ontario College of Pharmacy.

The Quebec Pharmaceutical Association would not accept the diplomas of the Ontario College of Pharmacy, and permit the holders to register in Quebec without passing their examination and complying with their Act. The following letter will explain the reasons for such action on the part of the Quebec Association:

"Your favour of 24th to hand. In reply to your query concerning interchange of diplomas between our Board and that of the Ontario College of Pharmacy, I would say that I addressed a letter to your Registrar on the 7th Oct., 1884, embodying the views of our Council as to the basis of interchange. I have reason to believe that that letter was

submitted to your Council at its last meeting in January, but I have had no official reply to it, and we are consequently in the dark as to whether your people are willing to interchange diplomas on such bas s. I may add, in explanation, that our Council is perfectly willing to meet yours so far as our Act will permit. We are quite ready to recognize the the examination, but the point upon which there is any difference, or is likely to be any, is the clause of our Act which calls for certain educational and other qualifications from the candidate for the Major examination. For instance, Sec. 9 of the Quebec Pharmacy Act calls for two courses of lectures, and at least four years' service, whereas under your Act no curriculum is necessary, and, if I remember rightly, only three years' service is exacted. We are prepared to recognize the diplomas of your Board where the holder thereof can furnish satisfactory proof of having the qualifications which we are compelled to exact from our own candidates for the Major examination. To do otherwise would be to stultify our own Act, and possibly to open the way to undesirable irregularities which it is not necessary to point out. I think this is as fair an arrangement as can be expected under the circumstances, and if your Council is prepared to recognize our diplomas, there need be no delay in coming to an agreement on this subject."

Yours faithfully,

WM. AHERN,

Montreal, July 27, 1885. *Registrar.*

By the amendment of 1889 the Pharmacy Act of Ontario has been placed on an equal basis with the Quebec Law, regarding the points of difference shown in this letter.

In August, 1888, a resolution was passed by the Council accepting the certificate, by examination, of the Board of Pharmacy of county and city of New York, as they had notified the Council of the Ontario College of Pharmacy that they would accept similar certificates issued by their College, the holders of such would receive registration, without examination, by their Board.

The recognition of the diploma of the Ontario College of Pharmacy by the Colleges of Pharmacy in the United States is of little service to the holders of such. What is desired is the acceptance of the diploma of the Ontario College of Pharmacy by the various States as sufficient guarantee of the qualification of the holders, and to permit registration, without examination, to holders of such.

The following open letter, issued by the Secretary of Board of Examiners for State of Illinois, in 1885, and addressed to teaching colleges generally, may prove of interest to the members of the Ontario College of Pharmacy:

"It is understood by pharmacists, and the proposition is accepted throughout the United States, without question, that an apprentice should present satisfactory evidence of having been employed in a retail drug store or pharmacy at least four years, and have attained legal manhood, in addition to attending lectures and passing prescribed examinations, before he may be entitled to a diploma, or the equivalent, from any reputable College of Pharmacy.

"The necessity of this experience has been recognized by your honourable body, and among the pledges necessary for a College to secure membership in your organization, is that four years' practical experience in a drug store will be required as a basis for graduation. This Board has received applications of late for registration from persons claiming to be graduates in pharmacy, and who presented, as credentials to support their claim, what we termed 'Certificates of graduation,' or Minor certificates issued by Colleges of Pharmacy holding membership in your organization. Inquiry developed the fact that the holder, at the time of final examination, was lacking in age, or experience, and that these certificates were to be held until the age or experience is had, when a diploma will issue. In one case the applicant was nineteen years of age. In another case, from same college, the applicant had an experience of about fifteen months in a town of about three thousand inhabitants, at the time of passing final examination. Another applicant for registration as a graduate in pharmacy was in possession of a diploma of the institution, yet declined to make affidavit that he had been engaged four years in the drug business, notwithstanding the fact that his application was dated a year later than the diploma.

"Now, it should be fairly presumed that in becoming eligible to, and successfully passing the final examination, the full requirements of a College, as a matter of fact, have been complied with.

"The Illinois Board of Pharmacy, in the exercise of sound judgment, and having at heart the best interests of pharmacy, will decline to grant registration to the holders of such certificates without examination, and if after a reasonable time the practice of issuing such certificates is not abandoned, this Board will decline to accept as 'satisfactory' the diploma of any College following the practice." C. W. DAY,

Secy., by authority of the State Board.

Springfield, March 14, 1885.

The following extract is taken from the letter of a Chicago pharmacist, which appeared in the *Pharmaceutical Era* Supplement in 1888: 'I would like to have you call attention to the fact that the selection of the Ontario College is not a happy choice. When our State Board still recognized diplomas, the Ontario parchment was on the list of unrecognized colleges!"

The above will show the position the Ontario College of Pharmacy occupied under the Pharmacy Law of 1884. This has fortunately been remedied by the Amendments to the Act in March, 1889, and we will now be placed, as far as the qualifications of experience, attendance at College, and age of candidate for examination are concerned, on an equal basis with other reputable Colleges of Pharmacy.

I am, yours truly,

JNO. A. CLARK.

Editor CANADIAN DRUGGIST:

DEAR SIR,—Can you inform me in your next issue what is meant by the title, "Graduate in Pharmacy?" A number of men now append the letters "Ph. G." to their names. Is their any standard recognized by law or length of usage that will clearly define the meaning of such? DRUGGIST.

[No such title is granted by any Pharmaceutical College or Association in Canada. We cannot say positively as to its adoption by any of the colleges in the United States, but as yet no College of Pharmacy in this country is entitled to confer degrees of any kind. The term "Graduate of Pharmacy" is, in our idea, an ill-chosen one. If any designation is desirable, we should prefer that chosen by the Toronto Druggists' Association, and which they wish the Provincial Parliament to grant power to confer, viz., Doctor of Pharmacy.—EDITOR.]

INTERCHANGE OF DIPLOMAS.

To the Editor:

DEAR SIR,—Would you kindly inform your numerous readers whether or not there has been any movement made on the part of the Ontario College of Pharmacy towards a reciprocal interchange of diplomas between that college and the Pharmaceutical Association of the Province of Quebec. Hitherto the Quebec Pharmacy Act, by its compulsory curriculum of study and its four years' term of service in a drug store, has prevented the Council of the Pharmaceutical Association of Quebec from accepting certificates of examination from Associations whose curriculum did not correspond with the provisions of the Quebec Pharmacy Act. But now that the Ontario College of Pharmacy has had their Act amended so that its requirements are almost identical with those of the Quebec Pharmacy Act, there can be no good reason why negotiations should not be entered into between the Councils of the Ontario and Quebec Associations for an equitable interchange of diplomas. The writer is convinced that if overtures to that end were made by the Council of the Ontario College of Pharmacy, the Council of the Pharmaceutical Association of Quebec would meet them in a friendly spirit. Trusting you will use your influence to bring about this desirable end, I remain, Yours truly, DRUGGIST.

Pharmaceutical students, to the total number of 1,684, were enrolled in the twenty-four schools of pharmacy in Italy during the past year. The maccaroni-loving populace of "Sunny Italy" will be well provided with educated pharmacists, with this rate of attendance at the Druggist's Departments of her Universities.

Russium, a new metal, has been discovered by a Russian chemist, Chrustschoff, and by him named as above, in honour of his native land. He thus keeps in line with the patriotic Frenchmen, Boisbaudran, who first described and named Gallium, and the Teuton chemist, Winkler, who honored his Vaterland by making known and giving the cognomen to Germanium.

Smith & McGlashan Co.

[LIMITED]

WHOLESALE DEALERS IN

DRUGGISTS' SPECIALTIES

Sundries and Fancy Goods

Agents for E. B. Shuttleworth's Fluid Extracts, Specialties and Pharmaceutical Preparations

Malleable Steel Spring, Reversible, Hard Rubber, Celluloid, and Elastic Belt Trusses.

Mailing orders for Trusses promptly filled. We make a specialty of Hard and Soft Rubber Sundries.

Our travellers are out with Holiday Goods and are showing a large line, carefully selected from every Plush Goods maker in Canada. Our lines of imported goods should be seen. We would remind our friends that we sell almost exclusively to the Drug Trade.

SMITH & McGLASHAN CO., Limited

53 FRONT ST. E.

TORONTO, - ONT.

HICKSON, DUNCAN & CO.

25 FRONT STREET

Successors to

W. H. BLEASDELL & CO.

In calling the attention of our numerous customers to our large and varied stock of Fancy Goods, are pleased to state that we are exceptionally well prepared to fill orders in large or small quantities, and at much better value than heretofore. Buying direct from the manufacturers in Germany, France and England, we can offer special inducements in all lines of

DRUGGISTS' AND TOBACCONISTS' SUNDRIES

Toys, Cutlery, Sporting Goods, Games, Vases, Brushes, Bisque Figures, Stationery, etc.

Yours respectfully,

HICKSON, DUNCAN & CO.

B. LAURANCE & CO.

Wholesale Opticians,

251 ST. JAMES ST., MONTREAL.

FINE ENGLISH GOODS A SPECIALTY

By using our Test Cards a customer can be suited at the first attempt.

J. PALMER & SON

IMPORTERS OF

DRUGGISTS' SUNDRIES

Sole Agents in Canada for

A. & F. Pear's Soaps, Dupont's Brushes, Bertrand's Perfumes.

The Largest and best assorted Stock in Canada of

BRUSHES, COMBS, SPONGES, PERFUMERY, CHAMOIS, SOAPS, FANCY GOODS, TOILET REQUISITES.

1743 & 1745 NOTRE DAME

MONTREAL - - CANADA.

THE GREAT EUROPEAN DYE

TURKISH DYES

Unequalled for Richness and Beauty of Coloring. They are the ONLY DYES that

WILL NOT WASH OUT!
WILL NOT FADE OUT!

There is nothing like them for Strength, Coloring or Fastness.

ONE Package EQUALS TWO of any other Dye in the market.

If you doubt it, try it! Your money will be refunded if you are not convinced after a trial. Fifty-four colors are made in **Turkish Dyes**, embracing all new shades, and others are added as soon as they become fashionable. They are warranted to dye more goods and do it better than any other Dyes.

Same Price as Inferior Dye, **10 cts.**

Canada Branch: 481 St. Paul Street, Montreal.

Send postal for Sample Card and Book of Instructions

LYMAN BROS. & CO.

WHOLESALE DRUGGISTS

WE MANUFACTURE THE FOLLOWING SPECIALTIES:

Bromides
Pure Chloroform
Pure Ether, in ¼ and ½ tins
Ether Sulph, ·725, in bulk.
Beef, Wine & Iron, in bot. and bulk
Chloride Lime, assorted packets
Scale Preparations
Lyman's Citrate Magnesia
Lyman's Fluid Magnesia
Lyman's Alkali
Lyman's Fluid Extracts.

AND ARE AGENTS FOR THE FOLLOWING:

Kline's Preparations
Hair's Asthma Remedy.
Samaritan Nervine
Slocum's Preparations
Magee's Emulsion
Hopegood's Perfumes
Hopegood's Soaps

WAREHOUSES:

71 & 73 Front St. East

CHEMICAL WORKS AND MILLS:

147 & 149 Front St. E.

TORONTO.

A full assortment of Drugs, Chemicals and every requisite for the retail trade.

TRADE NOTES.

G. S. Goulding, of Chesley, has purchased the Opera House Drug Store, Brantford, from Dr. Pentland, who will take the Chesley drug business.

We regret to hear of the death of R. Fothergill, Newcastle,. We might say Mr. Fothergill had the reputation of keeping the most orderly drug store in Canada.

G. A. McCann has closed out his business, corner Yonge and College Ave., on account of having sold his lease to the Canadian Bank of Commerce.

R. H. Abbott, Comber, burnt out.

The drug stock of H. G. Eakins, Ayr, was sold at 33⅓ cents.

A Mr. McGee, of Winnipeg, who will open out in the drug business in Brandon, has rented the store lately occupied by W. Flummerfeldt.

F. W. James, formerly with Dr. Clark in Ridgetown, and for the last two months manager of F. W. Meek's store in Glencoe, has bought the business of M. T. Barclay in the latter place.

We sincerely regret to record the death of Mr. J. M. Mackid, druggist, Brantford, which took place at the Hospital on the 17th inst. He was taken with typhoid fever of a very dangerous type some two weeks ago, and, being naturally of a rather weak constitution, succumbed to its attacks. Mr. Mackid had been in business in Brantford for some eight or nine years, and was a young man who enjoyed very largely the respect and esteem of a wide circle of acquaintance. He was thirty-two years of age and a son of the late Rev. Alex. Mackid, of Goderich. He studied pharmacy under Prof. Jas. Stewart, lecturer on materia medica in Magill College, and was in business for a time in Clinton. Burned out there, he bought the drug store in 1881 or 1882, where he has continued in business since.

Mr. J. M. McIntosh, formerly of London, Ont., died on Friday in New York, aged 50. Deceased received his education in the Central school, and served his time under Mr. B. A. Mitchell, druggist. In 1859 he went to New York, and three years afterward bought out the drug business which he owned at the time of his death.

W. Boothe has purchased the business of Dr. J. Yourex, Tamworth.

R. S. Johnston, of Charlottetown, P. E. I., has moved into his new and handsome drug store, corner of Prince and Kent Sts.

T. S. Smellie has bought out the drug store until recently owned by O'Connor & Co., in Port Arthur.

A trustee has been appointed to look after the creditors' interests in G. W. McLaren's drug business in Morden, Mr. McLaren having been compelled to ask a second extension of time.

The stock of the W. A. Telfer estate, of Collingwood, was sold on the 27th Oct.

Mr. J. M. McKid, druggist, of Brantford, died on Oct. 22nd, following just a week after John Dale, the well-known Thorold bookseller.

A fire in Comber the last week in October burned down three stores, one of which was kept by Dr. R. H. Abbot, the only druggist of the town.

Rutlidge & Co., of Whitewood, Man., have sold their stock of drugs and medicines, etc., to Hill & Raw, who intend to increase the business, if they have to work all night to do it.

The Ontario Leather Goods Company had their factory damaged by smoke and water, resulting from a small fire that started under their stairs. Plush and water are not affinities, the result being a cheque from the London & Lancashire Insurance Co.

The fire fiend has been hard at work lately, especially in Ontario. Four stores in Huntsville were burned down on the 2nd instant, one of them, Sieveright's, being filled with drugs, fancy goods, stationery, etc. We have not learned the particulars of the insurance.

Dawson, Bole & Co., of Regina, N. W. T., will in future confine their efforts to the wholesale trade, having sold their retail branch to R. Martin, of that city.

Blanchard & Co., the Victoria, B. C., druggists have also sold out their business, a Mr. Hanson being the purchaser.

John Bannon has bought John Tidy's drug stock in Norwich, Ont.

The Hemming Bros. Co. (Ltd.), the plush goods manufacturers and drug sundry wholesalers, are intending to move next January into a handsome warehouse on York St., Toronto, near to Wellington St. We wish them success in their new quarters, which appear to us to be double the size of the premises they now occupy.

Paisley has our sympathy in her great loss by fire on the 27th Oct. The volunteer fire brigade did its best, but nevertheless was compelled to witness the destruction of property amounting to nearly $40,000, covering a whole block and damaging no less than eight large stores, among whom the stationer, Jas. Anderson, alone lost $3,000. The insurance does not appear to have amounted to more than half the loss, and one storekeeper was not insured at all. How an honest man who owes money on his stock can sleep at night when he knows that fire may ruin him and cause a loss to his creditors is more than we can understand.

C. M. Callum, of London, has sold out his wholesale drug business, and will in future confine his energies to the retail trade, for which he has a profitable stand.

Ten days settled the whole matter. On Oct. 18 H. G. Eakins, of Ayr, assigned to Frank Holman, of London, and on the 28th his stock was sold for 33⅓ cents on the $. It was valued at $612.92. Wholesalers are showing in very decided fashion that compromises are not desirable, preferring not to encourage unsuccessful men in staying in business.

Mrs. J. C. Jackson, dealer in fancy goods, Belleville, has left for parts unknown, taking with her her husband and children and all the Queen's coin she could gather together. As is usual in such cases, the bailiffs acted the part of vultures to perfection, devouring the remains of the shipwreck with the greatest possible speed and relish.

The career of Thos. Cole, of Ridgetown, has not been of a kind to be set up as an example to the youthful Canadian storekeeper about to start up for himself. Coming from Chatham a year ago with $200 or $300 in his pocket, he launched out in Ridgetown in a style that would frighten most men with $2,000 capital, buying from every traveller that presented his card. dry goods, fancy goods, druggists' sundries, household utensils, tins, etc., etc., in endless profusion. Instead of trying to make a profit, his first aim seems to have been to cut out his opposition by cutting prices, the result being that he bought and sold large quantities of goods, and travellers thought him a regular "hustler." But the first dull season that came was too much for him, and he had to sue for leniency from his creditors, who were astonished to find that his liabilities footed up to the handsome sum of $4.316.63. It was also discovered that Mr. Cole did not pretend to keep any books excepting a memorandum book, in which he jotted down promiscuously any item he considered of more than average importance. Both Cole and his wife worked hard, but so handicapped were their efforts by unbusinesslike ways that the wholesale houses had no confidence in his chances of success, and in less than five minutes' deliberation decided to take the stock out of his hands and order it to be sold, which was done in London on the 1st inst., the price being 61½ cents on the $. We will leave moral for our readers to think out.

FORMULÆ.

BELLEVUE REMEDY.

The following is the prescription for an expectorant mixture much used in Bellevue Hospital:

R.	Ammonii carbonatis ...	gr. xxxij.
	Ext. senegæ fluidi	
	Ext. scillæ fluidi	aa f dr. j.
	Tr. opii camph	f dr. vj.
	Aquæ	f dr. iv.
	Syr. tolutan....	q. s. ad. f oz. iv.

Dissolve and mix. Dose, a teaspoonful.—Med. and Sur. Rep.

RUSSIAN CHILBLAIN OINTMENT.

This is a happy name for a chilblain remedy, and we may say that the preparation made according to the formula given below is extensively used on the continent, and gives excellent results:

Beef marrow	dr. x.
Marshmallow ointment	oz. iv.
Venice turpentine	dr. v.
Hydrochloric acid	dr. vj.
Camphor..	dr. iij.
Extracts of opium.....	dr. j.

Melt the fats together and dissolve the camphor in the fluid, soften the extract of opium with a few drops of water in a mortar, and rub up with ½ oz. of the fats, then add more of the fats, so as to have the extract equally distributed, mix with the bulk, and incorporate the hydrochloric acid by constant stirring, as in making cold cream.

To be put up in half-ounce opal pots, neatly labelled with the directions, "To be well rubbed into the affected parts at bed-time."—Chemist and Druggist.

RADAM'S MICROBE KILLER

According to Dr. R. G. Eccles, is made as follows:

Take of—

Sulphuric acid	4 drams.
Muriatic acid	1 dram.
Red wine	1 ounce.
Water	1 gallon.

Mix. This makes an artical identical with the much-vaunted microbe nostrum.

BALD PATCHES.

"Barber's Itch" frequently produces bald patches on the place where the beard and mustache ought to grow. The following has been nothing less than astonishing in its efficacy:

Chloral hydrate	2 parts.
Tinct. cantharides.....	2 "
Distilled water, to..... ..	8 "

Mix. Lightly paint on the affected parts twice a day.—Br. and Col. Dr.

LEMON DENTIFRICE.

A novel, elegant and really good tooth powder may be made as follows:

Tint with a concentrated tincture of saffron,

Creta præcip	1 lb.

and lay out on paper to dry.

Take of

Saccharin	x. or xv. grs.

and rub down well with

Pulv. pumicis levigat.. .	oz. ij.

added gradually.

To this add

Pulv. iridis	oz. ij.
" sod. bicarb	dr. ij.
Ess. limonis	dr. iij.

Fi[illegible]x well, and add the chalk and again mix By u[illegible]ghly.

ANSWERS TO QUERIES.

READ AT THE ANNUAL MEETING OF THE GEORGIA PHARMACEUTICAL ASSOCIATION, JULY, 1889.

ANSWER TO QUERY NO. 2.

W. E. Thompson, Dallas:

"Under what circumstances and to what extent is counter-prescribing by druggists admissible?"

Gentlemen of the Georgia Pharmaceutical Association:

On account of other business, I cannot meet with you, but I send along my answer to Query No. 2.

Now, that a druggist can prescribe,
There's no one will deny.
I think that oftentimes he should,
And let's see when and why.

And whether over the counter,
Or at his home at night,
He may sometimes play the doctor,
And do exactly right.

Your store is ever prominent.
And easy to be found.
The doctor may be miles away—
At least, be out of town.

Your store is often open
When a doctor's shop is shut,
While the doctor visits mansions,
Or goes from hut to hut.

Supply yourself with useful books,
And read them like a man;
Then help the afflicted always—
The doctor when you can.

One may get a dangerous wound
That needs some hurried care;
You should patch him up a little
'Till they get the doctor there.

You may even have to ligate
To stop a flow of blood.
The doctor may be very late,
And many are—no good.

Then there may be some ache or pain
Attack your neighbor's flesh;
He wants a simple remedy,
But wants it quick and fresh.

He does not need a doctor,
Nor would he pay a fee;
And the little mites of profit
Are all the druggists see.

Some quacks that do much practice,
Can't write a recipe;
And they mix their own vile physic
Better, they say, than we.

They tell all to beware of us,
We make so many mistakes—
I think such quackish peddlers
Are only quackish rakes;

And I don't respect such peddlers,
Though their practice may be fine,
And I'll dig into their business
As they dig into swine.

If you know of such a peddler
Stabbing you in the back,
Just take your heaviest pestle
And give his head a whack.

A law to the Hebrew nation
Should serve some good to day;
The law of retaliation
Is here, and here to stay,

We are not just simply keepers
Of a little corner stand,
But we do professional work,
And our work is in demand.

The doctor should examine,
Diagnose and prescribe;
And send you his prescriptions
Without per cent. or bribe.

And if a patient tries to beat
A really true M.D.,
I'll refuse him the advice that
He tries to pick from me.

I'll send him to a doctor,
And let him pay the bill—
A true doctor writes prescriptions
That I will gladly fill.

Then to every good physician
Who'll patronize my store,
I'll send him paying patients,
And send them by the score.

We should not play the doctor,
Nor charge a doctor's fee
When the patient has a chance
The doctor "for to see."

If dealing with a gentleman
That deals upon the square,
Then show him true politeness—
In everything be fair.

DEFINITIONS FOR STUDENTS OF OCCASIONAL TERMS.

CUTCH.—A name sometimes applied to catechu

CONSPERGATIVE.—A powder added to a batch of pills to prevent their becoming massed together.

CANDOL.—A hydrocarbon recently obtained from American naphtha. It is a local anæsthetic.

CEVADILLA.—Or sabadilla, is the dried fruit of *asagræa officinalis*, and is the source of veratrine.

CHARTÆ.—A class of pharmaceutical preparations called papers. Mustard leaf is an example.

CROCUS MARTIS.—An impure oxide of iron. Also known as jeweller's rouge and saffron of Mars.

CARBOLINEUM,—According to the Drog. Ztg., is a mixture of a fifteen per cent. solution of crude carbolic acid and a twenty per cent. solution of chloride of zinc.

DEWEE'S CARMINATIVE.—The official *mistura magnesiæ et asafœtidæ*.

DUTCH LIQUID.—Ethyl chloride. Recently employed as an anæsthetic.

DALBY'S CARMINATIVE.—The *mistura carminativa* of the National Formulary.

DOBELL'S SOLUTION.—The *liquor sodii boratis compositus* of the National Formulary.

DEWEE'S TINCTURE OF GUAIAC.—The *tinctura guaiaci composita* of the National Formulary.

DESHLER'S SALVE.—This is the *ceratum resinæ compositum* of the United States Pharmacopœia of 1870.

Dead Oil.—A product of the distillation of coal tar.

Dialysates.—A class of preparations made by dialysis. They were proposed by B. F. McIntyre, of New York.

Deobsturents.—An old term used to designate remedies that were supposed to remove obstructions from the system.

Digger Pine.—A volatile oil distilled from the oxudation of *pinus ponderosa*. So called as the Digger Indians eat the fruit.

Dippel's Animal Oil.—An oil obtained during the old process of making ammonia from bone or horn. Not used in medicine at present.

Dialysis.—The process of separating certain substances in the liquid state from others that will not pass through such a membrane as a bladder.

Discs.—These are the *lamelle* of the British Pharmacopœia. They are discs of gelatin in which has been incorporated some alkaloid to be applied to the eye by permitting the disc to dissolve in the watery liquid on the eyeball.

Dambose.—A polyatomic alcohol allied to glucose. It has the formula $C_3H_8O_3$.

Dulcite.—An organic compound formed by the action of nascent hydrogen on galactose.

Depurants.—Remedies that purify the system by eliminating substances from the body.

Dibasic Acids.—Those like sulphuric, sulphurous, etc., which have two replaceable atoms of hydrogen.

Diatomic Elements.—Those like barium, calcium, lead, zinc, etc., that are capable of combining with or replacing two atoms of hydrogen or their equivalents. Also called divalent.

Diastase.—An organic compound with about ten per cent. of ash, obtained from malt. The organic portion has been assigned the formula $C_{46.66}H_{7.35}N_{10.41}S_{1.12}O_{34.46}$. The ash is mostly phosphate of calcium.

—[Myers' Bros., Druggist.

Perfectly clear rose-water is obtained, in the Pharm., by shaking 4 rose-oil with 1,000 warm distilled water for some time, adding 2 carbonate magnesia, shaking occasionally during 24 hours and filtering.

Methylene Chloride,—which is used for purposes for which chloroform had been used, is not favorably thought of by Regnault. He recognizes it as an anasthetic, but, notwithstanding that Sir Spencer Wells used it with much success in more than 200 operations, will not concede to it as much value as to chloroform. He noted so many secondary effects that he abstains entirely from its use. The author also comments on several kinds of methylene chloride found in the market. An English preparation simply called methylene consisted of 4 volumes of chloroform and 1 volume of methylalcohol.—[Jour. de Pharm. et de Chim.

CREOSOTE EMULSION.

Dr. Charles Eloy gives the following formula in the Gazette Hebdomadaire, May 10, 1889:

Oil of sweet almonds ..... f oz. v.
Beechwood creosote ... . f dr. ii.

Mix and add:

Gum arabic ..... oz. iii. dr. v.
Mint water ..... f oz. xvi.

M. Give from two to five soup-spoonsful a day.

Advertisements under the following headings will be charged for at the rate of one cent per word for each insertion:

Situations Vacant — *Situations Wanted*
Business Wanted — *Business for Sale*
Goods for Exchange — *Miscellaneous*

Business Chances.

DRUGS AND STATIONERY BUSINESS FOR sale, in a lively village on main line G. T. R. Address, Box 4, Oakville, Ont.

Situations Wanted.

DRUGGIST ASSISTANT WISHING A SITUATION; two years' experience; good references. Address, Arthur Hamilton, Box 26, Ripley, Ont.

DRUGGIST—GRADUATE—GOOD HABITS, MODerate salary. Address, "Druggist," Queensville, Ont.

Miscellaneous.

A QUANTITY OF STRICTLY PURE OIL OF Tanzy for sale. "G," care of Canadian Druggist, Strathroy.

Best Metal Polish in the World!

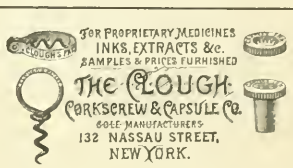
Trade Mark.

Beware of Imitations

Quick Working. Shine Long Lasting.
Nicely made up, and Cheap.

All Canadian orders delivered in Montreal free of freight charges and duty. Sole Agent—

ADOLF GOHRING & Co.
202 William Street, New York.



FAST SELLERS

ALASKA CREAM

For Chapped Hands, Face, Lips, etc. In summer for Tan, Freckles, Sunburn.

DR. OAKWOOD'S
SYRUP OF TAR and TOLU
—FOR—
Coughs, Colds, Hoarseness, Asthma, Bronchitis, Croup, Whooping Cough, etc.

RETAIL AT 25 CENTS

STUART W. JOHNSTON
TORONTO.

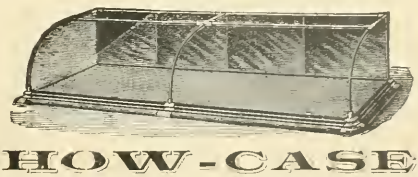
DO NOT LOSE A SALE

Stock up with DIAMOND TEA

The great Blood, Liver and Kidney Regulator which is having a rapidly increasing sale, and is being extensively advertised. The druggists having the stock on hand when called for, will secure the trade. $1.75 PER DOZEN.

W. D. EDWARDS, LONDON, ONT.
General Agent for Canada.

STANDARD SHOW-CASE WORKS
—: MANUFACTURERS OF :—



SHOW-CASES
IN METAL, WALNUT, OAK, CHERRY AND MAHOGANY.
You will save money by sending for our prices before buying
WINDSOR, ONT.

PRACTICAL SUGGESTIONS ON THE COPYING, FILING AND DATING OF PRESCRIPTIONS.

It is the pride of every modern pharmacist to be "topmost" in the number of his prescriptions, and to sail gaily it is necessary to duplicate many prescriptions which by reason of the customer's ownership, or the design of the writer, would be taken from the pharmacist's file; were they let go without copying or without an increase in number in the succeeding prescription, the pharmacist would then be so many below in the number of his prescriptions actual to the number not duplicated or accounted for.

It is therefore necessary to copy many prescriptions which otherwise would not cause an increase to the aggregate. It will be found a great saving of explanation to copy the prescription unknown to a customer, unless the pharmacist is previously privileged to do so, because the average customer thinks his or her particular prescription is of ordinary value, of which the pharmacist wishes to take possession.

There are many different ways of performing this little act, and generally each pharmacist has his own idea. Some prefer a verbatim copy, others change the Latin to the English or vernacular, and vice versa. Where the original is written in the correct English or Latin pharmacopœial titles, then a verbatim copy is the best method. Where the ingredients are indicated in the common or vernacular then then the correct English or Latin titles should be used.

In many prescriptions and family formulas, some ingredients are so titled that they indicate a medicine different from that really wanted; this is often forcibly illustrated in the ammonias. In the copying of such prescriptions the ingredients should be titled under their correct English or pharmacopœial titles, with the vernacular title opposite in parenthesis, not forgetting, however, to add quotation marks which will exhibit the article dispensed and show the misnomer.

It often proves serviceable to number the original as well as the copy, and the price attached in your individual mark, will often be appreciated by some other member of the firm who may be called upon to refill the same in the event of your absence.

Regarding the filing of prescriptions not much is left to say. The author has used the following method which offers at all times quick access to some "back date" prescription.

Beginning with the first 100 prescriptions, pass a very strong piece of twine through their upper right-hand corner and attach to it on each side a heavy piece of cardboard a little larger than the prescription. Tie the two ends of the twine loosely against the prescriptions, leaving a few inches slack in the ends. On the outside of both cardboards write plainly the beginning and closing number; also the beginning and closing dates. Construct each succeeding hundred the same, and with the slack ends tie to the preceding hundred. When a thousand has been reached place them in a suitable box, recording on one end the beginning and closing number, and the same regarding the dates, and then keep the whole at some place convenient to the prescription case.

The label should embody the number, name of the patient, name of physician, and while the date may be attached, it is unnecessary where it appears on the prescription, and the number, etc., is plainly written. Whenever the label printers issue a prescription label of unsized paper, with a plain white ground, unruled and devoid of illustrative cuts, grotesque type, etc., they will fill a long felt want. In the writing of the directions, where the original is English, one should try to use the same language, word for word, if correctly written. It is a matter of sore regret to the pharmacist to contend with the directions as they often appear on a prescription. While in his own mind he understands the intention of the writer, he knows that owing either to their brevity, ambiguity or illform, the patient will not understand them. He does not like to take the liberty of expressing the directions in a plainer manner, and yet he foresees the confusion the patient will experience (unless previously directed) if not somewhat altered. In such a case he should do the best under the circumstances, adding only as few words as possible to express the intention of the prescriber. Every pharmacist should have a price card stating the price of prescription from 1 oz. to 16, and (where the medicine is not an important factor and no extra skill is required) he should stick to the prices. Of course this only applies to bona fide prescriptions, and not family recipes, hog-powders, etc. Could this be made universal much complaint would be saved, and the pharmacist's life would be a happier one.—[F. V. Kniest, in West. Drug.

A GREAT INDUSTRY.

If there is one native industry more than another which has made gigantic progress in development during the last few years the manufacturing of cigars may surely be pointed to as a typical instance. From a comparatively small matter it has risen to be one of the most important, engaging thousands of skilled workers and producing millions annually of the fragrant weed. Not very many years (and it is so yet to a small extent), nothing but an imported cigar would be smoked, to talk about a "domestic" among the better-to-do people meant being laughed at. Now, however, the tables are turned, thanks to such a firm as that of Messrs. S. Davis & Sons, of Montreal, who, by going direct into the markets, ordering the best tobacco grown, by studiously buying only the finest stocks, by the introduction of the latest improvements in manufacture, by unwearied patience, by an energy and determination which never faltered, and which casts a ray of lustre on their indomitable enterprise, have abundantly succeeded in placing their various high class brands on a far higher plane of merit than the imported article, and have so thoroughly established their manufactures among the most knowing connoisseurs, as well as among the general public, that they are esteemed over all competitors, foreign or domestic, and so highly are they appreciated that though their factory is by far the largest in Canada, the demand is so incessant that it is almost hopeless to compete with it. To do this more effectually, further important additions are to be shortly made, and more hands will be taken on in the hope of "catching up." As a further testimony to the genuine merits of Messrs. Davis & Sons' cigars, they point with pride to the score of gold and silver medals awarded, the highest prizes being given them wherever they have competed, including even the great Centennial gold medal in competition against the world, whilst of Dominion, provincial and local mementoes of success over Canadian manufacturers, they have enough to decorate an emperor. Such a record deserves more than a passing exordium of commendation, and it is therefore with peculiar pleasure that we draw attention to the proud achievements of a Canadian house whose productions are known and valued from one end of confederation to the other, and at the same time affords such a brilliant success among our industries.

THE PROPOSED CINCHONA SYNDICATE.

Baron von Rosenberg, the Indian cinchona planter, whose efforts to create a "ring" among the cinchona planters we recently noticed, has again been writing on this pet subject of his. He asserts that the elasticity of the market has been damaged beyond the mere question of supply and demand by the power the "bears" have got over the quinine market, especially on the continent and in America. This is totally unwarranted by stocks of bark or quinine, and that especially as the figures in the latter, being fluctuating, are always overestimated. But the fact is there, and after ever so small a rise bears will send down their market again immediately until stocks are actually depleted. He wishes to support a rising market if possible and help the quinine manufacturers to join hands with the planters in ousting mere speculation. At present it hardly pays manufacturers to manufacture, and were it not for the often disorganization of producers, it would not pay them at all. The only way they make it pay is this: Bark of low analysis, analysing, say, 1.45 per cent., is only bought in at the unit rate for 1 per cent., *i.e.* they clear nearly half a unit. This, of course, cannot be done with bark of a high analysis, as owing to 1 lb of bark analysing

6 per cent. and 1 lb. bark analysing 1½ per cent. costing the same to obtain the sulphate, a competition sets in for good barks.

A rise in the price of quinine would, he thinks, be even productive of consumption. The millions of the lower orders, on whom consumption depends, would rather buy a dear than a cheap drug; they don't believe in a cheap road to health and life! The chemists and druggists, too—that important body domineering over physicians—would rather sell an expensive drug on which their commission amounts to more.

Nor must it be forgotten that antifebrine, and especially antipyrin, are slowly but surely undermining the market for quinine. It may take years for them to oust it, but they will certainly interfere with the increase in consumption. The time to act, therefore, is certainly now, while as yet the rivalry is trivial. Baron Rosenberg personally now suffers less than his *confreres* are mostly doing already. He can, on the prices he obtains, work his estates thoroughly and yet net a good profit.

The following is a sketch of the lines upon which the proposed syndicate would work:—In Baron Rosenberg's neighbourhood, on the high ranges of Travancore, they have some 1,634 acres in cinchona, most of it good, some of it very good, and giving analysis in bulk up to 6.88. They estimated the 1889 output in December last at 250 lbs. per acre, and they would therefore decide that—a fiat to the same effect having gone out from the Ceylon and Wynaad Planters' Association, and an adhesion having been secured from the Planters' Association in Uva, they would agree to put in only half the estimated bark, *i.e.*, 125 lbs. dry per acre, from say the beginning of next working season (in Southern India it begins in April and goes on to November).

One very important reason why planters should be willing to join is the fact that bark is all the better if left to renew from eighteen months to two years: it improves during this time. They could, therefore, by yearly barking every other tree, always have two years old renewed to take; the richer bark would therefore be a further gain.—[Chemist and Druggist.

A BUNGLING CHEMIST'S DISCOVERY.

In the course of conversation at Cornell University, Edward Atkinson, the Boston economist, stated that a New England genius had recently discovered a cheap method of dissolving zinc by combining it with hydrogen, and producing a solution called zinc water. This liquid, if applied to certain woods, notably whitewood, makes it absolutely fire-proof, and at a low cost. Mr. Atkinson regards this discovery as one of the most important of the age, and one that will surely revolutionize fire insurance, as well as immensely decrease the loss by fire. The invention is kept secret for the present. Only one foreignor—Sir Lyon Playfair, the English scientist, knows it. He corroborates all that is claimed for the invention, and says that the inventor is a bungling chemist, but that he has a faculty of blundering into the choicest secrets of Nature's laboratory. As soon as patents are perfected and capital interested, zinc water will become an article of commerce.—[Druggists' Gazette.

DRAWBACKS TO THE DRUG BUSINESS.

It has been said that all professions and callings have equal political and civil rights and equal opportunities of remuneration and elevation. They each have their drawbacks and besetting evils which are the necessary concomitants of every effort and every business; indeed, it seems as though these were essential to and inseparable from every advancement in the affairs of humanity.

The causes and conditions which tend to produce them, the hindrances so discouraging to good profits, fair values and average success, are essentially the same, whether considered as belonging to a single locality or to the profession in general, comparable to the circumstances which govern the creation and production of wealth: if there is diversity of condition it is because there is diversity of talent, industry and enterprise.

To begin with, healthy rivalry can ot be classed as a drawback, for without its stimulus the business man does not put forth his best efforts, without its motives his energy becomes paralyzed, and his powers of action have no incentive for the full exercise of that faculty, which is so necessary to business success. It is a fixed law that no benefit can be acquired without corresponding effort, without labor proportionate to the remuneration sought.

Upon the other hand, selfish rivalry is a drawback. It is unfair, unjust, and retarding in its influences. It is unfair because it begets partiality. It causes in a measure the pharmacist to show unjust discrimination to customers; in a word, unhealthy competition is the "dog in the manger" that makes unproductive capital; that makes the present business so full of irregular practices and false pretensions, and the future so full of discouraging prospects. The tendency of selfish rivalry is illiberal, mercenary and extortionate.

Reputable pharmacy needs none but straightforward business methods practised to advance its interests, realize its invested values, or save it from financial loss.

Questionable methods and fraudulent compounds are synonymous with dishonesty. These methods and products are not only aggressions to advancement in any calling, but to pharmacy are especially productive of annoyance and dishonorable practices, which so tend to throw discredit upon honest endeavor and legitimate effort. To these methods, and their consequent results and influences, we can ascribe some of the causes of the many-sided phases and complications against which the successful pharmacist has ever to be on his guard.

The sale of adulterated drugs, or other sophistications and frauds, may be either from choice or imperfect knowledge; from choice in choosing to do so wilfully or indifferently; from ignorance in being unable to test medicines, prove their merits, or to estimate their strength, being sold as they are bought, depreciated values and all.

For convenience, in the enumeration of some of the drawbacks which I recall to mind I have divided them into two divisions, those arising more particularly from a professional standpoint and those arising from a mercantile standpoint. As has been said, this division is merely one of convenience, for it would be extremely difficult to tell just where professional pharmacy ended or where the purely mercantile part began. They have many things in common, but each presents phases and aspects arising so peculiarly and differently in a great many cases from the other that they are presented in this way.

From a business point of view we have those drawbacks caused by a natural want of ability, likewise from a professional standpoint.

Generally speaking, all drawbacks due to professional or business inability are irremediable. Again both the business and the professional elements may each have drawbacks, caused by want of qualification, or, in other words, disability, the circumstances of which may sometimes be removed, as lack of necessary education, or lack and insufficiency of capital at a critical time or in a great financial strait.

To enumerate them from a commercial standpoint we have

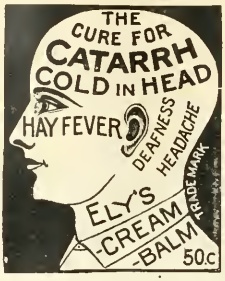
Selling damaged stock.
" injured or defective goods.
" deteriorated, contaminated, or adulterated articles.
" merchandise depreciated in value.
" preparations weakened or reduced in strength (practical dishonesty)
" fraudulent products and compounds.
Getting *stuck* on non-salable goods, then having to *work* the same off
The credit system.
Paying percentages on physician's prescriptions.
Retailing by the jobber.
Cutting prices.
Unhealthy competition.
The liquor traffic.
Selling drugs that enslave.
" patent and proprietary articles, which have been unduly advertised.
" postage stamps.

—[E. J. Kennedy, in Pharma. New Era.

THE SUCCESSFUL REMEDY

For

Nasal Catarrh



Must be non-irritating, easy of application, and one that will, by its own action, reach all the remote sores and ulcerated surfaces. The efforts to treat catarrh during the past few years demonstrate that only one remedy has met these conditions, and that is Ely's Cream Balm. This safe and pleasant remedy has mastered catarrh as nothing else has ever done, and both physicians and patients freely concede this fact. The more distressing symptoms quickly yield to it, and a multitude of persons who have for years borne all the worry and pain that catarrh can inflict, testify to radical and permanent cures wrought by it.

Ely's Cream Balm is soothing, excites no dread, dissolves the hardened accumulations, lessens the extreme sensibility of the membrane to cold and all external irritants, and is followed by no reaction whatever.

A cold in the head is an inflammation of the lining membrane of the nasal passages, which, when unchecked, is certain to produce a catarrhal condition—for catarrh is essentially a "cold" which nature is no longer able to resolve or throw off.

ELY'S CREAM BALM is not a liquid, snuff or powder. Applied into the nostrils it is quickly absorbed. It cleanses the head, allays inflammation, heals the sores, restores the senses of taste and smell. Sold by druggists or sent on receipt of Price, 50c.

ELY. BROS., 56 Warren St., New York.

THE LONDON DRUG CO.

LONDON, ONTARIO.

J. DOUGLAS, Manager

IMPORTERS OF

Drugs and Druggists' Sundries, Fine Chemicals, Perfumery, and all Goods required by Chemists.

MANUFACTURERS OF

Fluid Extracts, and Fine Pharmaceutical Preparations, Citrate of Magnesia, Etc.

We beg to intimate to the trade, and particularly to those who are commencing business on their own account, that we keep IN STOCK every requirement of a first-class Chemist and Druggist.

We carry full and complete sets of

LABELLED SHELF WARE
DRAWER PULLS
SHOW BOTTLES and VASES
SCALES, WEIGHTS, Etc

and everything necessary for the executing of an opening order on the shortest notice.

Correspondence in regard to Prices, Terms, etc. solicited.

MERCK'S PURE PEPSINE IN SCALES

We have taken a great deal of trouble to put before our friends and the Trade the excellent character of this preparation. It is offered at a reasonable price, and dispensing chemists should put before their Medical friends its well-known merits. It possesses **high digestive powers, is perfectly solvent,** and keeps well. We have it in 1 lb., ½ lb. and 1 oz. bottles.

The London Drug Co., - Importers

LONDON, ONT.

NOTES ON CAPSULES

KREHBIEL CAPSULE Co., OF KALAMAZOO, MICHIGAN, U.S.

SOLUBILITY The first requisite of a capsule is its SOLUBILITY, or its ability to dissolve quickly in the stomach and and distribute its ingredients. Our Capsules are manufactured by a new process, from the finest imported French gelatine obtainable at the lowest possible dissolving temperature of the gelatine, and the result is the MOST SOLUBLE and QUICKEST DISSOLVING Capsule on the market. Send for samples.

CUT The second requisite of a capsule is a smooth, even CUT, which enables the dispenser to move easily, fill, and at the same gives greater accuracy of capacity. Our Cut is square, even and clean. Send for samples.

FIT The third requisite of a capsule is the fitting of the cap and body together, so that in handling they will not come apart, and allow the medicine to be wasted or scattered over other capsules in a box. Our capsule joins the closest and neatest of any. Send for samples.

COLOR The color of a capsule, while not of vital importance, must be looked at. Our capsules are clear, light-colored, and the cleanest and neatest manufactured. Send for samples.

MINOR POINTS We shall merely mention these: They are lighter in weight, yet not at the expense of strength. They don't "chip" in filling. They are elastic. They stand any climate. They are Perfect goods. They will satisfy you. Send for samples.

PRICE Last, but not least, comes PRICE. They are the CHEAPEST in price of any reputable capsule made, as well as the CHEAPEST to use on account of their merits. Send for samples.

HOW TO GET THEM Your wholesaler should keep them, but if he does not, send your order direct to us, and we will ship free of express charges, provided your order amounts to the value of a half gross, or will send your order to the nearest wholesale customer of ours, and the order will be filled.

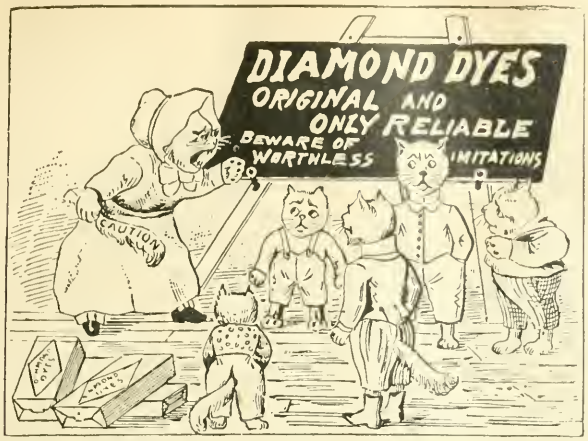
PRICES.

"No. T" Capsules, 7 Sizes, 00-5, Boxed in Metal Cans of 1,000 each, 60c. per M.
" " " " " Card Boxes of 100 " per doz. 90c.
" " " " " " " 100 " ½ gross, $5.00.
" " " " " " " 100 " gross, $9.00.

SEND FOR SAMPLES. CORRESPONDENCE SOLICITED.

Krehbiel Capsule Co. - KALAMAZOO, MICHIGAN, U.S.A.

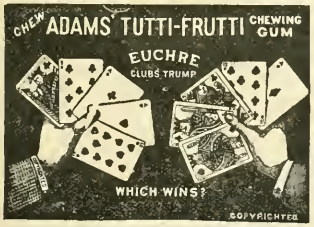
FACTORY, 1002—1032 CAMERON STREET. PLEASE MENTION THIS PAPER.



TO THE DRUG TRADE OF CANADA :

On or about December 1st, 1889, we shall have ready for distribution the Diamond Dye Cook Book No. 2. If you will send us your business card, and state how many Cook Books you can use to good advantage, we should be pleased to forward them, free of charge.

WELLS, RICHARDSON & CO., 200 MOUNTAIN STREET, MONTREAL.



ADAMS & SONS,

23 CHURCH ST. - TORONTO, ONT.

Tutti Frutti, Tampico, Black Jack, Sappota, Red Rose, Magic Trick, Taffy, Licorice, Caramel, Tolu, N. Y. Gum—100 and 200 pieces.

Send for descriptivecircular containing description of goods, with elegant lithographs free.

MINARD'S

"KING OF PAIN"

LINIMENT.

Druggists and Dealers pronounce it the best healing medicine they have.

C. C. RICHARDS & CO.

YARMOUTH, N S.

HUMPHREYS'

SPECIFICS. VETERINARY SPECIFICS.
SPECIAL PRESCRIPTIONS.
WITCH HAZEL OIL. MARVEL OF HEALING.

Stocked by all wholesale druggists in Canada and delivered

DUTY FREE.

Write for catalogue, photographs of counter show cases, terms and inducements.

HUMPHREYS' MEDICINE COMPANY

109 FULTON ST., NEW YORK.

R. Henry Holland & Co.

340 and 342

ST. PAUL ST., - MONTREAL.

Wholesale Importers of

DRUGGISTS' SUNDRIES.

Cutlery, Plush Goods, Baskets, Purses, Vases, Pipes, Fancy Cups and Saucers.

Tobacconists' Sundries, Dolls, Musical Instruments, Toys, Books, China Goods, Fancy Goods, etc.

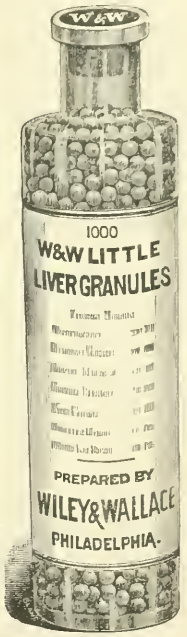
SEND FOR ILLUSTRATED CATALOGUE.

THE ALBERT TOILET SOAP COY'S

have the largest sale of any Toilet Soap in the country on account of its uniformly excellent, delicate and fragrant qualities.

Address the ALBERT TOILET SOAP CO., Montreal, for Price List.

W. & W. LITTLE LIVER GRANULES



Sugar-Coa'ed (White or Pink). Plain or Gelatine Coated.

SMALL. PLEASANT. PROMPT. EFFECTIVE

1,000, 90 Cents. 5,000 (one bottle), $4.25. 10,000 (one bottle) $8.00.

1 gross in glass, 50 in each, $ 10.00. } Buyer's Address.
1 gross in glass, 40 in each, $ 8.50. }
1 gross in glass, 30 in each, $ 7.00. }

FORMULA.

Aloin, 1-10 gr.; Jalapin, 1-10 gr., Podophylin, 1-10 gr; Ext, Hyoscyamus, 1-20 gr.; Ext. Nux Vom., 1-20 gr.; Oleo-Res Capsici, 1-25 gr.

MAJOR'S CEMENT.

Established 1876.

MAJOR'S Leather Cement, Rubber Cement, Best Liquid Glu

Advertising matter sent by mail to dealers who handle my goods on application. I also furnish a handsome sign for inside and a stand for outside use. Also a large Thermometer, 44 by 24 inches. Send for Terms.

A. MAJOR, Proprietor, 232 William St., New York City

KERRY, WATSON & CO., Wholesale Druggists, handle my goods at the American prices.

SELECTIONS.

Salicylate of Soda Solutions.—We have at various times, especially in the Dispensing Notes, called attention to the fact that sodium salicylate solutions (especially in alkaline solution) after a short time develop a red colour. S. Demant points out that a slight excess of salicylic acid keeps the solution perfectly, and in no way interferes with the action. To make a 20-per-cent. solution 400 parts of distilled water are heated to the boiling-point, allowed to cool to 30 degrees C., 100 parts salicylic acid added, and 60 parts bicarbonate of sodium introduced, in small portions, with constant stirring; the solution is filtered through absorbent cotton and diluted with sufficient distilled water to make 600 parts.—[Chemist and Druggist.

Sponge Fishery.—The proceeds of the sponge fishery in the Bahamas in 1888 amounted to 49,113*l.*, which is rather more than an average result. It is generally reported, however, that the sponge-beds are becoming rapidly depleted; and this fact renders it impossible to regard the industry as being in a satisfactory condition.

Coloration of Aromatic Spirit of Ammonia.—Very frequently this preparation darkens to such an extent that the mixture is unsightly when compared with one made by observing all the precautions necessary. The deep colour is almost invariably due to the use of commercial alcohol which has been stored in wooden casks. Mr. H. F. Meier states in the Druggist's Bulletin that, owing to natural competition, sometimes the inside coating of the barrel with a glue solution is slighted, or done imperfectly, so that the wood is exposed to the action of the alcohol. Even small traces of tannin or other astringent matter can be the cause of darkening when brought in contact with either fixed or volatile alkalies. Its presence can be readily detected by evaporating a few ounces of the alcohol, and then testing with ferric chloride, which produces a black stain on the dish. That this is the case can be shown by the addition of ammonia water alone to the alcohol. The remedy for this difficulty lies in the removal of the astringent matter. The alcohol contaminated is treated with a small amount of hydrated oxide of iron, the precipitate from a single fluid drachm of solution of ferric chloride by ammonia being usually sufficient to remove all the tannin from a gallon. This hint is useful to those who make the spirit without distillation. Thus prepared, the spirit seldom remains colourless. The colouration is often attributed to the essential oil not being distilled along with the spirit, but practice has conclusively proved that if the spirit alone is redistilled (and therefore freed from solid matter such as tannin) the aromatic spirit made from it by mixture does not darken.—[Chemist and Druggist.

Isaleon.—This is the name of a new, white, odorless oil which does not rancidify, and evaporates without residue. It is soluble in 7 parts of alcohol, 5 parts of ether, in the same proportions of benzin (petroleum ether), and oil of turpentine. It is soluble in all parts in carbon disulphide and the fatty oils. It is the product of distillation of oleic acid with lime, and finds its greatest usefulness in the perfumery industry.

Tar as a Deodorizer of Iodoform.—Ehrmann, of Vienna, was the first to note that pomades and dressings of iodoform containing tar had no longer the pungent iodoform odor which to many, indeed the bulk of humanity, is so disagreeable. Negel, of Jassy, has taken the matter up, and now states, in the Repertoire de Pharmacie, that a mixture of 5 parts of iodoform with 100 parts of tar has no appreciable odor. For internal administration of iodoform the tar may be used as a pill excipient.

Dextrin as a Substitute for Gum Arabic.—A German patent has been granted to A. Schumann for a process of manufacturing dextrin free from sugar as a substitute for gum arabic. Starch is mixed to a thick cream with cold water and treated with 1 per cent. of mineral acid. After twenty-four hours the mixture is washed until free from acid. The starch is again mixed with water to a cream and heated to 160-70° C. by superheated steam until all the starch is converted. This solution is refined and evaporated to dryness.

To Prevent Bumping in Distillation.—Mr. Stanley E. Parkhill, of Owosso, Mich., suggests a method which he states, in the Pharmaceutical Era, quite does away with this most persistent and annoying phenomenon in the distillation of liquids. It consists in roughening the inside of the flask by nascent hydrofluoric acid. A small amount of fluor spar is introduced into the vessel along with sufficient sulphuric acid, and the whole warmed until action begins. In the course of a few minutes the vessel is emptied and thoroughly washed, and is then ready for use.—[National Druggist.

Phenol Celluloid.—Desesquelle recommends in the Revue de Pharmacie this as a substitute for carbolated collodion in surgical dressings. It is prepared by dissolving gun cotton in campho-phenique. When the solvent evaporates it leaves a thin film of the pyroxylin, which entirely covers and protects the skin. The dressing is a most beautiful and useful one.

According to the Scientific American a new process for producing aluminium on a commercial scale by electrolysis is as follows: When a mixture of cryolite and common salt is electrolyzed at a temperature below 1000° aluminium chloride is not formed as the common salt is decomposed. At a higher temperature, however, the sodium chloride is reduced and aluminium deposited on one of the electrodes.

The Tendency of the Times.—The following is a take off on the tendency of the average doctor to specify proprietary articles:

R—Ol. Morrhuæ (Baker's),	f. oz. iii.
Gi. acaciæ (Squibb's gran.),	oz. i.
Aquæ Lauro Cerasi (Cheris),	f. oz. i.
Syr. Hypop. (Fellows),	f. oz. ii.
Ol. Menth. p. (Hotchkiss),	qtt. x.
Aq. (Jones' filter), q. s. ad	f. oz. viii.

Emulsifo in mortar (Wedgewood).
Put into vial (Whitall T. & Co.)
Cork (Armstrong).
Label (Gast Lithogr. Co.)

Dose:—Tablespoon (Mermod, Jace. & Co.) three times a day.

Asinus-Magnus, M.D.,
Phys. of the future.

The Cost of a Pharmacist's Mistake.—A few months since, as was at the time related in The Chemist and Druggist, an accidental poisoning case occurred at Passy (Paris), whereby M. Dupuy, aged 26, lost his life. The pharmacist, M. Norbert Gaume, by some unaccountable oversight, dispensed opium pills instead of the quinine prescribed by the physician. He soon discovered his mistake, and tried to correct it, but not in time to save the patient. Last week the pharmacist appeared before the Correctional Tribunal, and was sentenced in three months' imprisonment and 40,000f. damages towards the widow Dupuy.

An Automatic Doctoring Machine.—It is announced that a Dutch apothecary has taken out a patent for an automatic doctoring machine. We do not look for jests from Holland, especially among the druggists, and indeed the project, as described, is quite feasible. The machine is shaped like a man; but this signifies nothing beyond advertisement. It is divided into compartments, each bearing the label of some disease above the "slit;" a sufferer chooses that which refers to his complaint, drops in his money, and receives a pill, a powder, or a draught, suitable to his case. It is a lovely notion in itself; as good as a gold mine or ever so much better—and a work of philanthropy besides. Myriads of our fellow-creatures who toil through the day, inadequately supported by the prospect of a pill for tea, would find solace and strength renewed at each street corner. The machine would be serviceable to the State also. Human skill has its limits, and with all that unremitting conscientiousness which we gladly acknowledge in the medical profession, doctors cannot reduce our surplus population as an automatic machine would do. That was well exemplified in the case of the guillotine. It may be feared, however, on this very account, that trade jealousies will oppose the introduction of this beneficent contrivance. We hope that the public will put its foot down on the question. There is no greater comfort for the infirm than a pill if administered at the psychological moment; and that moment would occur hourly for thousands if an automatic machine stood within reach.—[Evening Standard.

T. MILBURN & CO.

55 COLBORNE STREET

TORONTO, - - ONTARIO

Specialties:

Burdock Blood Bitters.
Burdock Healing Ointment.
Burdock L. and K. Plaster.
Burdock Pills.
Victoria Hypophosphites.
Victoria Buchu and Uva Usir.
Hagyard's Pain Remedy.
Hagyard's Pectoral Balsam.
Hagyard's Cathartic Pills.
Hagyard's Yellow Oil.
Hagyard's Black Oil
Hagyard's Condition Powders.
Dr. Wilson's Magnetic Ointment.
Hagyard's Cattle Spice.
Dr. Fowler's Extract Strawberry.
Dr. Boyer's Galvanic Fluid.
Dr. Fife's Worm Lozenges.
National Pills.
Egyptian Salve.
Dr. Abernethy's Worm Candy.
Freeman's Soothing Syrup.
Freeman's Worm Powders.
Freeman's New Domestic Dyes.
Dr. Low's Worm Syrup.
Dr. Low's Sulphur Soap.
Dr. Low's Pain Cure Oil.
Milburn's Beef, Iron and Wine.
Milburn's Quinine Wine.
Roscoe's Hair Reviver.

LAWSON & JONES
Forest City Label Works

LONDON, - - CANADA

Established 1882

We are the only firm in Canada devoting special attention to

CHEMISTS' PRINTING

and with our present facilities we can successfully compete with any of the American or European Label houses

We invite comparison of our work and prices with others.

We also supply Estes' Turned Wood Boxes, Gill's Seamless Tin Boxes, Paper Pill and Powder Boxes, Cartons and special lines of Containers

Write for Catalogue. Mention this paper.

LAWSON & JONES
226 King Street, - London, Canada

W. A. GILL & CO. COLUMBUS, OHIO. U.S.A.

PLAIN, LACQUERED **BOXES** AND DECORATED

MAKE THE BEST SEAMLESS TIN

• IN • THE • MARKET •

For sale at Manufacturers' Prices by the leading wholesale druggists and druggists' sundrymen throughout Canada.

THE WINGATE CHEMICAL CO.

B. E. McGALE, Manager

Cor. Notre-Dame & Maple Ave., Montreal

PROPRIETORS OF

Smith's Green Mountain Renovator
Stanton's Pain Relief
Wingate's Pulmonic Troches
Wingate's Dyspepsia Tablets, Lozenges
Wingate's Cavalry Condition Powders
Wingate's Medicated Glycerine
McGale's Sprucine
Dr. Coderre's Infant's Syrup
Gregory's Toothache Cure
McGale's Butternut Pills

Canada Truss Factory

Established 1856.

F. GROSS,

712 Craig St., Montreal,

Before using. Manufacturer of all kinds of Trusses, Instruments for physical Deformities, Artificial Limbs, Gross' Improved Chest Expanders and Shoulder Brace. After using.

The Deaf Made to Hear.

☞ Elastic Stockings, etc., on hand, and made to order

HOW TO MAKE
RUBBER STAMP INK.

The Best is Always the Cheapest.

Send 25c. in postage stamps for manufacturer's formula for Rubber Stamp Ink, any color. Brilliant in color, and guaranteed to give satisfaction. Every druggist should have this recipe.

G. M. HALDANE,

Rubber Stamp Manufacturer,

STRATHROY, - ONT.

MORSE'S

Fine French Milled Toilet Soaps. Confined solely to the Drug Trade.

Corinne, Bouquet, Cashmere Bouquet, Cold Cream and Honey, Infants Delight, 33 per cent. Glycerine.

The English Franco-American Perfumes are the finest, most delicate and lasting odours offered to the trade We make a specialty of the following in bulk:—White Rose, Jockey Club, White Heliotrope, Ess. Bouquet, Winona Bouquet, Olive Blossom, Stephanotis, Spring Lilac, Wood Violet, Lily of the Valley, White Clover and Musk.

Corinne Bouquet, 1 oz., Sprinkle Top, at $1.25 per bottle, gives more satisfaction than any perfume in the world. JOHN TAYLOR & CO. Agents for the Dominion. Address 77 Front St. East, Toronto.

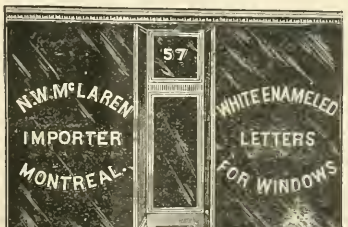
R. BRAYLEY.

Wrapping Papers, -:- Paper Bags,

TWINES,

Tags, Commercial Stationery, Blank Books, Sea Island Twine, Boudoir Paper Comb Bags, Tooth Brush Bags, Seidlitz Powder Boxes, White D.D. Paper, D Blue Paper, etc., etc. Printing at lowest prices.

14 Front Street West, - TORONTO.



The best signs in the world. These letters do not drop off. Catalogue and Price List on application to

NORMAN W. McLAREN, 57 College St., Montreal.

Toronto Agency—36½ Wellington St. W.

G. C. BRIGGS & SONS

25 King St. West,

Hamilton, - Ont.

SPECIALTIES:

Briggs' Black Oil
Briggs' Life Pills
Briggs' Electric Oil.
Briggs' Magic Relief
Briggs' Botanic Bitters
Hope's Magnetic Ointment
Hope's Anodyne Toothache Drops
Prof. Kennedy's Combination Pills
Wistar's Pulmonic Syrup
Lamont's Baby Cordial
Sittzer's Worm Candy
Sittzer's Worm Syrup
Leistershire Tick and Vermin Destroyer
Kennedy's Founder and Hoof Ointment
Golden Eye Salve
Star Cement
Wade's Condition Powders
Clarke's Female Pills
Peleg White's Sticking Salve
Temple's Harness Dressing Oil
Oriental Confections
Shoo-Fly Fly Poison

J. M. FORTIER,

MANUFACTURERS OF

HIGH GRADE CIGARS

143 TO 153 ST. MAURICE ST.,

MONTREAL.

"HOW'S YOUR STOCK?"

The season during which Cold in the Head and Catarrh are most prevalent is now upon us, and every druggist in the land should have upon his shelves a liberal supply of **Nasal Balm**, and should, on no account, during the Fall, Winter and Spring months allow himself to be without it.

NASAL BALM

Is the only certain and speedy cure for Cold in the Head and Catarrh in all its stages ever placed before the public. This may seem a strong assertion, but it is backed by hundreds of testimonials in our possession, and is further proved by the rapidly increasing sale with which it is meeting in all parts of the Dominion.

NASAL BALM is one of the best advertised preparations in the market, and is this season being more largely advertised than ever before. Its merits are now being placed before the public through the medium of nearly *Four Hundred Newspapers*. Circulars, dodgers, pamphlets and advertising novelties are being constantly scattered broadcast over the country, and these must inevitably create a greater demand this season for Nasal Balm than ever before. Under the circumstances the proprietors feel warranted in asking, *How is your Stock?* Have you a supply on hand to meet this demand? If not, place an order with your wholesale dealer at once.

CAUTION—The trade is cautioned to beware of parties offering remedies in imitation of NASAL BALM, or offering containers for putting up such imitations. Our design, name and trademark are registered, and we are determined to protect our rights in the future, as in the past, and will rigorously prosecute all parties trading in such imitations or infringements. NASAL BALM can be had of all wholesale dealers, and you will find it to your interest to order your supply at once.

FULFORD & CO., Brockville, Ont.

FREDERICK STEARNS & Co

Established 1855—34 years.

Windsor, Ont., Detroit, Mich.
San Francisco, New York City.

MANUFACTURING PHARMACISTS,

Detroit, Mich., U.S.

We offer to the Trade full lines of the following standard Pharmaceutical Products of our own manufacture, as well as many specialties not easily classified under any of the general heads, but which are fully described in our Price Lists and Catalogues, any of which will be mailed postpaid on application.

Fluid Extracts (assayed).
Solid Extracts (assayed), soft and powdered.
Pills and Granules—Sugar, Gelatine and Pearl Coated. Tinted Granules.
Positive Medicaments—Alkametric (Dosimetric) Granules.
Elixirs—Wines, Tinctures (assayed), Solutions, Ointments, Cerates.
Capsules—Soft Elastic Filled, Hard Filled and Empty. Oleates.
Powdered Drugs—(Assayed and Guaranteed).
Syrups—Medicinal and Medicated.
Concentrations (Resinoids), Oleoresins.
Concentrated Liquors For extemporaneous use.
Digestive Ferments—Pepsin Pure, Scale, Saccharated, Lactinated; Pancreatin, Pure and Sacch.
Lozenges—Hand-made and Compressed. Menthol Pencils and Inhalers.
Compressed Tablets and Pills—Hypodermic Tablets.
Effervescent Granular Preparations—Suppositories, Glyceroles.
Saxoline—Plain, Perfumed, Medicated; its preparations and combinations.
Cascara Sagrada—In form of Fluid and Solid Extracts, Cordial, Pills, Granules, Capsules, etc.
Plasters—In Roll, Porous, Court and Surgeons'.
Soda-Water Requisites—Fruit Juices, Soluble Essences, Flavoring Extracts, etc.
Perfumes—Handkerchief Extracts, Toilet Waters, Sachet Powders, etc.
National Formulary Preparations—Elixirs, Wines and syrups.

NON-SECRET MEDICINES

Were *originated* by us 14 years ago, and are simply ready-made prescriptions for household use, pharmaceutically prepared without secrecy or fraud. They entirely replace patent or quack medicines, with profit to the retailer and satisfaction to the consumer. They are sold in every country and colony on the face of the globe. Our ILLUSTRATED CATALOGUE No. 90 treats fully on plan, prices and terms. Free on application.

In the preparation and putting up of a private formula in pilular, powder, liquid or any other form, we can do it better, cheaper and more elegantly than the retail dealer can possibly himself. Send for quotations.

SPECIALTIES.

STEARN'S FINE PERFUMES—Adorita, "4" Roses, May Blossom, Nadjy, Eunenia and other *special* odors. Finest goods made anywhere. Each 8 pints in elegant cherry show case, with rich silk curtain. Bottles have cut glass stoppers; labels etched on glass. The favorite perfumes of America. Novel, elegant advertising means supplied.

"BROTIPYRINE"—The great headache remedy, a positive cure. In effervescing granular form, containing Antipyrin, Caffeine and Bromides.

AROMATIC TOOTH SOAP—The best dentifrice made. In colored lithographed hinged-top boxes.

"THE IDEAL INHALER"—(Mentholized Air). For catarrh, cold in the head.

"TONIC HYPOPHOSPHITES"—Replaces trade-marked and proprietary syrups at half the price.

CASCARA CONSTIPATION CURE—The "Ideal" Liquid Laxative. Tasteless but efficient.

Correspondence Solicited.

BUSINESS NOTICES.

Nothing, perhaps, could be more seasonable than the advertisement of Young & Smylie, which appears on the third page of cover in this issue. Y. & S. Licorice is noted for its purity and excellence, and is put up in such a variety of forms as to suit every taste and please its patrons.

The original Putz Pomade, advertised in this issue, is one of the very saleable articles which should be handled by the trade. As a proof of its good qualities, we need only say, on the authority of the N. Y. manager, that the sales of this article alone for one year amounted to $150,000.

Minard's Liniment, an "old reliable" of the Eastern Provinces, is advertised by Messrs. C. C. Richards & Co., the proprietors, who are pushing the sales of this preparation throughout the Dominion. As the demand will be sure to come, stock up, and don't lose the sales.

Alaska Cream, which has already won for itself an enviable reputation as a cosmetic, is advertised by Stuart W. Johnston, Toronto.

The well-known firm of R. Henry Holland & Co., of Montreal, make their announcement in this number. This firm has, probably, one of the finest warehouses in their line in the Dominion, and their large stock of fancy goods, etc., is displayed to the best advantage in very spacious and well-lighted show-rooms.

Druggists should lay in a stock of Prof. Dorenwend's Golden Hair Wash, a preparation in large demand at present, and made by a reliable house. See advertisement and send for a sample order, mentioning this paper.

We would call the attention of the trade to the advertisement of the Wiley & Wallace Co., Philadelphia, who speak in this issue of their "Little Liver Granules." We can speak from experience as to the reliability of these goods, as well as many others of their specialties. Write them for catalogue and price list, which will be promptly mailed on mentioning CANADIAN DRUGGIST.

PERSONAL.

Mr. W. H. Bleasdell, so well known throughout Canada as a successful wholesale fancy goods dealer, and who last spring sold out to Messrs. Hickson & Duncan, has just returned from a three months' jaunt through the Canadian and American North-West. Mr. Bleasdell considers the future of Winnipeg and other western towns to be very promising, though, in his opinion, the price of property in British Columbia is too high for profitable investment at present. Said he the other day: "After seeing all I could of the West, during the last twelve weeks, I have returned to Toronto more satisfied than ever that there is no other city of our size on the continent that has such bright prospects."

Mr. H. H. Fudger last month visited the North-West, where he was looking after the interests of the Goldsmith Co. and of Smith & Fudger. He reports crops in Southern Manitoba as being very poor, owing to drought.

MARKET REPORT.

The tone of the drug market is firm, but comparatively few material changes in prices. At the London public sales, aloes, Calabar beans, cardamon, oil, peppermint, sennas, ipecac, and rad. sarsal sold at higher prices, while assafoetida, dragons' blood, gamboje, guaiac and myrrh were lower.

Chamois skins have advanced 20 per cent.

Mercurials are easier.

From English advices, gum acacias will be a trifle lower.

Quinine, unsettled. The decline was checked by the report of the completion of a syndicate controlling Ceylon Bark. Java Bark is richer.

Balsam Copiaba, a little lower. The supply of good quality, small. A great deal of that sold is mixed.

Camphor still tends upward. Camphor is used in making the smokeless powder.

Cream Tartar, higher, owing to an advance in raw material.

Castor Oil, still higher, and it probably will be high until the new crop arrives, which will be next spring. It is dearer than for many years.

Opium and Morphia, higher.

Oil Peppermint, firm. Oil Wintergreen, scarce. Oil Almonds, pure, is higher, owing to an advance in almonds. Oil Anise, higher and firm. Oil Cassia, dearer.

Senna Leaves, higher; prices for good samples probable.

Opium; the price largely depends on the crop now being sown. Should the weather be dry, prices will continue high.

A peculiar thing about the price of opium is that it is lower in London than in Turkey.

TO THE DRUG TRADE

We will be glad to give quotations for Compressing Special Formulæ of Lozenges, Triturates, Hypodermics, and Pills in quantities; and also for Sugar Coating and for Special Formulæ Elixirs, Syrups, Fluid Extracts, etc. Price Lists and other printed matter and samples will be sent by mail on application.

DAVIS & LAWRENCE CO., Limited,

MONTREAL,

General Agents for the Dominion of Canada for

WYETH'S SPECIALTIES.

ARCHDALE WILSON & CO.

Wholesale Druggists, Manufacturing Chemists and Pharmacists.

OUR STOCK OF STAPLE DRUGS, CHEMICALS AND DRUG SUNDRIES

IS NOW LARGER AND MORE COMPLETE THAN EVER.

SPECIALTIES :

Sponges in great variety. C. N. & C. English Confectionery (Several Novelties on Hand.)

Whitaker & Grossmith's Old English Soaps and Perfumes.

Anglo-French Sachet Powders. Chamois Vests.

ARCHDALE WILSON & CO., - - HAMILTON.

CANADIAN DRUGGIST PRICES CURRENT.

CORRECTED TO NOV. 10, 1889.

The quotations given represent average prices for quantities usually purchased by Retail Dealers. Larger parcels may be obtained at lower figures, but quantities smaller than those named will command an advance.

Acid, Acetic	lb.	$ 12½	$ 15
Arsenic	"	26	27
Benzoic, English, (from benzoin,)	oz.	25	30
Boric	lb.	25	30
Carbolic, Crystals, super	"	1 35	2 15
Commercial	"	50	70
Citric	"	65	70
Gallic	"	1 45	1 80
Hydrocyanic	oz.	10	12½
Hydrobromic, dil	"	30	45
Lactic, concentrated	lb.	3 50	4 00
Muriatic	"	3¼	6
chem. pure	"	20	22
Nitric	"	11	18
chem. pure	"	25	30
Oxalic	"	15	16
Phosphoric, glacial	"	1 55	1 90
dilute	"	17	25
Salicylic	"	2 00	2 50
Sulphuric	"	2½	5
chem. pure	"	19	22
Aromatic	"	50	60
Tannic	"	1 10	1 40
Tartaric, powdered	"	50	55
Alcohol, pure, 65 o. p. by bbl., net	gal.	3 28	
By gal	"	3 60	
Allspice	lb.	13	15
Powdered	"		20
Alum	"	1⅞	3
Ammonia, liquor, 880	"	13	18
Aromatic Spirits	"	40	45
Bromide	"	75	80
Carbonate	"	12	15
Iodide	oz.	50	60
Muriate	lb.	12	14
Annatto	"	30	35
Antimony, black, powdered	"	13	15
and potas, tart	"	55	60
Arrowroot, Bermuda	"	45	50
Jamaica	"	14	32
Arsenic, Donovan's solution	"	30	33
Fowler's solution	"	12½	15
White	"	6½	8
Balsam, Canada	"	45	50
Copaiva	"	90	1 10
Peru	"	2 50	2 75
Tolu	"	65	70
Bark, Bayberry, powdered	lb.	$0 18	$0 20
Canella Alba	"	13	10
Cassia	"	18	22
Ground	"	25	30
Cinchona, red	"	50	2 40
Powdered	"	60	2 50
Calisaya, yellow	"	1 00	1 40
Pale	"	90	1 00
Rub	"	50	1 00
Elm, selected	"	15	18
Ground	"	18	20
Flour, packets	"	28	30
Orange Peel, bitter	"	16	70
Soap, Quillaya	"	14	18
Sassafras	"	12	15
Wild Cherry	"	10	12
Bean, Tonka	"	1 25	2 50
Vanilla	"	7 00	9 00
Berry, Cubeb	"	2 50	2 75
Powdered	"	2 60	2 80
Juniper	"	13	15
Bismuth, sub-carbonate	"	3 00	3 10
Sub-nitrate	"	2 50	2 60
Liquor	"	35	40
Borax	"	12	13
Powdered	"	13	15
Butter, Cacao	"	75	80
Camphor, English	"	52	55
American	"	45	47
Cantharides	"	2 00	2 25
Powdered	"	2 10	2 25
Capsicum	"	25	32
Powdered	"	30	40
Carbon, bisulphide	"	17	20
Chalk, French, powdered	"	6	10
Precipitated	"	10	12
Prepared	"	5	6
Chloroform, pure	"	1 10	1 20
D. & F.	"	1 75	1 90
German	"	65	75
Chloral, hydrate	"	1 35	1 60
Cinchonine, muriate	oz.	15	20
Sulphate	"	20	25
Cinchonidia, sulphate	"	15	25
Cloves	lb.	35	40
Powdered	"	40	43
Cochineal, S. G.	"	40	45
Cocaine, mur	oz.	6 00	7 00
Collodion	lb.	75	90
Confection, senna	"	25	50
Copper, sulphate	"	8	9
Copperas	"	1½	2½
Cream Tartar, powdered	"	30	32
Creosote, wood	"	2 00	2 30
Cudbear	"	18	30
Cuttle-fish Bone	lb.	$0 30	$0 35
Dextrin	"	10	12
Epsom Salts	bbl.	1½	2
Ergot	lb.	90	1 00
Ether, acetic	"	75	80
Nitrous, spirits	"	50	55
Sulphuric, 720	"	35	75
Extract, Belladonna	"	1 75	3 25
Colocynth, Co.	"	1 25	1 75
Gentian	"	50	60
Hemlock, Ang	"	1 00	1 10
Henbane "	"	2 75	3 00
Jalap	"	2 50	3 00
Logwood, bulk	"	13	15
" packages	"	15	18
Mandrake	"	1 75	2 00
Nux Vomic	oz.	20	30
Opium	"	75	80
Rhubarb	lb.	4 00	5 00
Sarsa. Hond. Co	"	1 00	1 20
" Jam Co	"	3 00	3 35
Taraxacum, Ang	"	70	80
Flowers, arnica	"	22	25
Chamomile	"	40	45
Flowers, Lavender	"	7	12
Rose, red, French	"	2 40	2 60
Galls, powdered	"	25	30
Gelatine, Cox's 6d	doz.	1 20	1 25
French	lb.	45	60
Glycerine, 30° tin or	"	20	25
Price's	"	70	80
Green, Paris	"	20	22
Gum, Aloes, Barb	"	30	66
Aloes, Cape	"	20	25
Socot	"	45	80
Powdered	"	70	75
Arabic, select	"	1 00	1 10
" " powdered	"	1 10	1 20
Sorts	"	75	80
" powdered	"	85	90
Assafœtida	"	24	28
Benzoin	"	50	90
Catechu	"	14	16
Gamboge	"	1 20	1 30
Guaiacum	"	60	90
Myrrh	"	48	85
Opium	"	3 90	4 00
Powdered	"	5 50	6 00
Scammony, powdered	"	6 25	7 00
Virg	"	12 50	14 00
Shellac, orange	"	35	40
Liver	"	30	35
Storax	"	55	65
Tragacanth, flake	"	75	1 00
Common	"	25	65

Herb, Boneset	lb.	$0 15	$0 20
Goldthread	"	60	75
Horehound	"	18	20
Lobelia	"	18	20
Honey	"	20	25
Hops	"	30	40
Ichthyol	oz.	45	50
Indigo, Madras	lb.	75	90
Insect Powder, pure	"	50	55
Iodine, commercial	"	5 00	5 50
Resublimed	"	5 50	6 00
Iron, carbonate, precipitated	"	15	20
Saccharated	"	35	40
Chloride, solution, B. P.	"	15	18
Citrate and Ammonium	"	75	80
" and Quinine	oz.	20	40
" and Strychnine	"	15	20
Dialyzed, solution	lb.	50	75
Iodide, syrup	"	40	45
Pyrophosphate	"	1 00	1 00
Sulphate, pure	"	7	8
Iodoform	"	6 00	7 00
Japonica	"	8	9
Lead, Acetate, white	"	13	15
Sub-Acetate, sol	"	10	12
Leaf, Belladonna	"	25	30
Buchu	"	18	20
Coca	"	75	90
Digitalis	"	25	30
Eucalyptus	"	25	35
Hyoscyamus	"	25	30
Jaborandi	"	50	60
Matico	"	75	80
Senna, Alexandria	"	50	75
Timevelly	"	15	25
India	"	15	17
Stramonium	"	25	30
Uva Ursi	"	15	17
Leptandrin	oz.	50	60
Lime, Chloride	lb.	3½	4½
Packages	"	6	7
Hypophosphite	"	1 50	2 00
Phosphate	"	35	38
Sulphite	"	10	11
Liquorice, Solazzi	"	45	50
Pignatelli	"	35	38
Y. & S. Pellets	"	40	00
Other brands	"	14	35
Lye, concentrated	doz.	90	1 00
Madder, best Dutch	lb.	12½	14
Magnesia, Carb., 1 oz.	"	20	22
Carb., 4 oz	"	16	20
Calcined	"	55	65
Citrate, gran	"	40	75
Sulphate	"	1½	3
Manganese, black oxide	"	4½	6
Manna	"	1 75	
Menthol	"	4 50	5 00
Mercury	"	85	90
Ammoniated	"	1 30	1 45
Bichlor	"	1 10	1 20
Biniodide	"	4 50	4 75
Bisulphate	"	1 15	1 25
Chloride	"	1 20	1 30
C. Chalk	"	55	60
Nitric Oxide	"	1 25	1 30
Oleate	"	1 25	1 30
Morphia, Acet	oz.	1 80	2 00
Muriat	"	1 80	2 00
Sulphat	"	1 90	2 00
Moss, Iceland	lb.	9	10
Irish	"	10½	12
Musk, Tonquin, rue	oz.	36 00	40 00
Canton	"	75	80
Nutmegs	lb.	1 00	1 05
Nux Vomica	"	8	10
Powdered	"	22	24
Oil, Almond, bitter	oz.	75	80
" Sweet	lb.	50	60
Amber, rectified	"	65	70
Anise	"	3 00	3 20
Bergamot	"	3 75	4 00
Cajuput	"	1 25	1 50
Caraway	"	3 50	4 00
Cassia	"	1 50	1 57
Castor	"	11	15
Cedar	"	75	1 25
Citronella	lb.	$0 85	$0 90
Cloves	"	2 50	2 75
Cod-liver, N. F	gal.	90	1 00
Norwegian	"	1 50	1 75
Cotton Seed	"	1 00	1 10
Croton	lb.	1 25	1 50
Cubeb	"	16 00	17 00
Geranium, India	"	3 00	3 20
Hemlock	"	75	80
Juniper	"	65	70
Lavender, English	oz.	1 75	1 90
French, pure	"	75	1 00
Lemon	lb.	1 90	2 20
Lemon Grass	"	1 50	1 60
Linseed, boiled	9 lb., gal.	70	75
Raw	"	75	80
Neatsfoot	"	90	1 00
Olive, common	"	1 30	1 40
Salad	"	2 00	2 75
Orange	lb.	3 00	3 25
Origanum	"	60	75
Pennyroyal	"	1 75	1 90
Peppermint, English	"	11 00	12 00
American	"	3 75	4 00
Rose, Kissanlik	oz.	9 00	14 00
Good	"	6 25	8 50
Rosemary	lb.	70	75
Sandalwood	"	5 50	8 00
Sassafras	"	65	75
Seal, pale	gal.	55	60
Sperm, winter bleached	"	1 90	2 00
Tansy	lb.	4 25	4 50
Union Salad	gal.	1 10	1 15
Wintergreen	lb.	3 00	3 25
Wormwood	"	6 00	6 57
Ointment, mercurial	"	65	70
Citrine	"	35	38
Opium. See Gum.			
Orange Peel	"	16	17
Pepsin, Eng	"	3 00	3 50
Saccharated	"	5 25	6 00
Pepper, black	"	22	25
Powdered	"	25	27
White powdered	"	38	40
Pill, Blue, Mass.	"	60	65
Pilocarpine	gr.	6	12
Pitch, black	bbl.	3 75	4 00
Burgundy	lb.	10	13
Phosphorus	"	90	1 00
Podophyllin	oz.	40	45
Poppy Heads	100	90	95
Potassa, caustic, white sticks.	lb.	65	70
Liquor	"	10	12
Potassium, Acetate, granulated	"	50	55
Bicarbonate	"	17	20
Bichromate	"	12	13
Bitartrate (Cream Tartar)	"	30	35
Bromide	"	55	58
Carbonate	"	13	15
Chlorate	"	18	20
Cyanide, Fused	"	40	52
Iodide	"	3 75	4 00
Nitrate	"	9	11
Permanganate	"	60	65
Prussiate, yellow	"	35	38
And Sodium Tartrate (Rochelle Salt)	"	32	38
Sulphuret	"	25	27
Quassia	"	9	10
Quinine, Howard's	oz.	45	47
German	"	35	40
Rosin, strained	bbl.	2 75	3 75
Clear, pale	"	4 50	5 00
Root, Aconite	lb.	24	25
Blood, powdered	"	20	22
Cohosh, black	"	13	15
Colchicum, German	"	25	35
Columbo	"	20	22
Powdered	"	30	35
Curcuma, ground	"	13	15
Elecampane	"	15	17
Powdered	"	20	22
Gentian	"	10	12
Ground	"	12	14
Powdered	"	15	17
Ginger, E. I.	"	12	18
Ginger—			
Powdered	lb.	$0 14	$0 20
Jamaica	"	24	28
Powdered	"	25	28
Golden Seal, powdered	"	1 00	1 10
Hellebore, white, powdered	"	13	15
Ipecac	"	2 50	2 60
Powdered	"	2 75	3 00
Jalap, powdered	"	38	40
Licorice, select	"	13	15
Powdered	"	14	15
Mandrake	"	16	18
Orris, Florentine	"	17	20
Powdered	"	24	26
Pink	"	90	95
Rhubarb	"	35	90
Fine trimmed	"	2 40	4 50
Powdered	"	60	2 25
Sarsaparilla, Honduras	"	50	53
Jamaica	"	60	65
Mexican	"	20	25
Seneka	"	75	85
Squill, white	"	15	20
Valerian, English	"	18	20
Sal Soda, by bbl	"	1⅛	3
Saccharin	oz.	1 25	1 50
Salicin	lb.	3 25	3 75
Santonin	"	2 50	2 75
Seed, Anise, Italian	"	14	15
" Star	"	35	38
Canary, Sicily	"	4	5
Caraway	"	10	12
Cardamon, Malabar	"	1 00	1 25
Decorticated	"	1 50	2 00
Celery	"	25	30
Colchicum, German	"	90	1 00
Coriander	"	10	12
Flax, cleaned, Ontario	100 lbs.	3 25	3 50
Imported	"	0 00	0 00
Fenugeek, powdered	lb.	7	9
Hemp	"	5	5½
Mustard, white	"	9	11
Powdered	"	20	45
Rape	"	8	9
Saffron, American	"	35	50
Spanish	oz.	1 10	1 25
Sage	lb.	7	8
Silver, Nitrate	cash,	11 00	13 00
Soap, Castile, mottled	"	8½	12
" white	"	13	16
Soda, Ash keg or cask,	"	1⅝	2¼
Caustic drum or	"	2¾	5
Sodium, Acetate	"	25	30
Bicarb. Howard's	"	16	17
" Newcastle keg		2 50	2 75
Carbonate, crystal	lb.	2½	3
Hyposulphite	"	3	4
Salicylate	"	2 25	2 50
Sulphate, Glauber's Salt	"	1½	3
Strychnine, crystals	oz.	1 10	1 25
Sulphur, precipitated	lb.	13	20
Sublimed	"	3	4
Roll	"	2½	3½
Tin, Muriate, crystals	"	35	37
Tamarinds	"	14	15
Tar	bbl.	4 50	4 75
Barbadoes	lb.	10	12
Terebene	"	75	90
Turpentine, Spirits	gal.	70	75
Chian	oz.	90	2 50
Venice	lb.	10	13
Veratria	oz.	2 00	2 50
Verdigris	lb.	35	55
Wax, white, pure	"	55	75
Yellow	"	42	45
Paraffine	"	17	20
Woods, Camwood	"	5½	8
Fustic, Cuban	"	2½	3
Logwood, Campeachy	"	2½	3
Quassia	"	9	10
Redwood	"	3½	5
Zinc, Chloride	"	1 10	1 25
Oxide	"	13	60
Sulphate, pure	"	9	12
" common	"	7	9
Valerianate	oz.	25	28
Sulphocarbolate	lb.	1 00	1 10

THE STANDARD BRANDS.
MILLIONS OF EACH BRAND SOLD ANNUALLY {"Cable," "Mungo," "El Padre" and "Madre e' Hijo"} S. DAVIS & SONS, MONTREAL, P.Q.

"Puritan" Plug Cut, "The Smokers' Ideal," "Derby," "Athlete" Cigarettes ARE THE BEST

D. RITCHIE & CO., - - Montreal.

CANADIAN DRUGGIST.

VOL. I. TORONTO, DECEMBER, 1889. NO. 6

THE CANADIAN DRUGGIST,
6 Wellington St. W., Toronto, Ont.,
and Strathroy, Ont.

WILLIAM J. DYAS, - Editor and Publisher.

SUBSCRIPTION, $1 PER YEAR, IN ADVANCE.

Advertising Rates on Application.

The Canadian Druggist is issued on the 15th of each month, and all matter for insertion should reach us by the 5th of the month.

All cheques or drafts, and matter intended for the editor, to be addressed to Box 438, Strathroy, Ont.

New advertisements or changes to be addressed

CANADIAN DRUGGIST,
6 Wellington St. W., Toronto.

SALE OF LIQUORS BY DRUGGISTS.

The sale of liquors by druggists under the Act in force in Ontario, known as the "Crooks' Act," is a source of very great annoyance and anxiety to the conscientious druggist. A few weeks ago a number of the Tononto druggists were brought before the Police Magistrate on the charge of selling a larger quantity than that allowed by law, viz., 6 ounces, at any one time, and were fined accordingly. It seems that the information was laid by a woman, (it is argued, employed by the Inspector of Licenses,) who, by dint of persuasion in the majority of cases, succeeded in getting an excessive quantity.

While no exception can be taken to the imposition of the prescribed fine where the sale is proven, still the fact that the law is so framed that any unscrupulous person may wilfully entrap the druggist into selling more than the lawful quantity, or even if the proper amount be sold, the informant who would stoop to such low means of making money would have but little hesitation in swearing that the excessive quantity had been purchased. This we claim proves conclusively that the present Act, as it affects the Drug trade, is an abetter of crime, rather than a hindrance to it, and is very unjust as well as ungenerous in its application.

The fact, nevertheless, remains that the law, as at present on the statute book, must be respected, and no matter how the druggist's sympathies may be worked upon by the purchaser, a strict adherence to the law should be maintained. In the meantime let the question be taken up at the meetings of local associations and discussed in all its bearings, and let them bring before their respective representatives in the Local house the unfairness of the clause applicable to them. One solution of the difficulty is proposed by the Toronto Association, who propose that no liquor be sold except as ordered by a qualified physician. This, of course, is open to the objection that the majority of those who buy it in small quantities are unable to pay a physician for his prescription. What shall be the law?

TRADE OF PROFESSION.

The application of both of these terms to Druggists has frequently been made the subject of controversy in Drug journals, but we think there can be no hesitation on reflecting a little in saying that the latter of the two is certainly applicable to the Druggists of Canada. Taking the student from the time of his being articled as an apprentice, with the qualification now required equal to high form in our Collegiate Institutes, then his four years' service in the practical study in the laboratory and place of business, his attendance at the junior and senior courses at the College of Pharmacy, and finally passing a severe examination; all these being in compliance with an Act of Legislature, places him in the same position as that of the other learned professions.

When having thus climbed to the top of the ladder he is entitled to the sobriquet of "Chemist and Druggist," a master of his profession, but in order to realize a profit on his course of study he is obliged to go into "trade," then it is that this word is applicable.

Any professional man going into business does not lose his distinctive title, so with Druggists, who, when spoken of individually or collectively are members of a profession, but engaged in the business of the purchase and sale of Drugs, etc., which constitutes the Drug Trade.

INTRODUCE YOURSELF.

An affable manner is exceedingly valuable to a man in any position that brings him in contact with others, but it is of exceptional value, and almost of prime necessity, to the man in business. A dealer need not "engross the graces," but the more he has of cordiality and sympathy of manner, the more will he make himself a favorite with his customers, and the more will his business flourish. A ready recognition of those who deal with him, and a kindly interest in their affairs, require not only a good heart and a good memory, but also a complete lack of reserve. A stiff man may be as honest as gold, but he will find the road to prosperity a steep one in business. The austere, or unbending person, may be well enough in his place, but his place is not in trade.

If the intervals between a customer's visits are long, or if he has been served mostly by an assistant, it is possible that the merchant may be a long time in trade before he and his customer get acquainted. Hence, when the latter calls he may be accorded the cold reception that would be given to a passing wayfarer, and may consequently feel hurt. But while we insist on affability, we think affability should have a chance: that customer should introduce himself. He would have received a warmer greeting, and any favors in prices that are given to the privileged circle of customers he would have stood a chance for. The customer, although to blame, is the more piqued, because he expected more attention on account of the longer interval between his visits.

While the retailer knows on whom to place the blame when an unrecognized customer fails to make himself known, he is not always so correct in locating the fault when he himself is not heartily received at the wholesale house. He visits the wholesaler with whom he trades, and expects to be pleasantly welcomed, because, perhaps last time he was used so well. If he is not, the reason is manifest, he is not known. A man should not be mortified to find himself forgotten. He should scarcely wait to find out that he is; he should at once introduce himself, and name the place where he does business. We are well assured he will not then have to complain of scant civility.

If a dealer from the country drops into a wholesale warehouse and asks, without previous introduction of himself, what the price of anything is, he may be given a quotation somewhat higher than he could buy for if he were known. He has a right to consider himself in the favored circle of

that firm's customers, entitled to any advantage then at the firm's command, and if he comes as a stranger he should not be surprised to be treated as one.

The country trade must remember that the customers who patronize a wholesale house are very numerous, that they live far apart, that they do not come in often, and that the warehouse is visited by hundreds of people every day who are not merchants. All these circumstances make it difficult for the retailer to be remembered, and if he does not introduce himself, he is apt to be taken for one of the many who come in and go out constantly throughout the day. Introduce yourself.

BUSINESS MEN UNITE.

The parlors of the Murray House, St. Catharines, were well filled on Monday evening, the 9th inst., with representative business men, pursuant to an invitation to take part in the formation of a Business Men's Association for that city. Among those present were: Messrs. John Marshall, J. B. Dolan, Andrew Riddell, A. J. Greenwood, A. Wilson, L. Bissonnette, C. A. Case, Wm. Thomson, J. S. Thomson, M. Kane, James Reilly, E. W. Groome, H. J. Rolls, J. K. Black, Alex. McLaren, S. McLean. B. C. Fairfield, W. W. Greenwood, Geo. Tait, Wm. Magness, M. Y. Keating, R. Stanley, T. H. Fitzsimons, C. K. Moore, J. M. Butler, R. W. Lawrie, G. C. Carlisle, J. S. Carlisle, J. Voisard, N. W. Gowan, Wm. Bunting, George Parke, Dr. Elliott and others.

Mr. John Marshall was chosen Chairman, and Mr. Wm. Thomson Secretary.

The Chairman explained the object of the meeting, and produced a quantity of literature bearing on the question. He read from the preamble of the Seaforth Association, and urged the great need of the formation of such an organization here, and the establishment of headquarters where the business men of the city could meet frequently and discuss their own welfare and that of the city generally.

It was then moved by J. K. Black, seconded by M. Kane, that we, the business men of St. Catharines, do form ourselves into an association to be called "The Business Men's Association of St. Catharines."—Carried.

On motion of Messrs. McLean and J. C. Carlisle, a roll book was opened for recording names of members, and the membership fee was subsequently fixed at one dollar.

The election of provisional officers was then taken up, with the following result:

President—John Marshall.

Vice-President—M. Y. Keating.

Secretary—Wm. Thomson.

Treasurer—C. A. Case.

Committee on By-Laws.—John Marshall, Andrew Riddell, L. Bissonnette, Alex. McLaren, M. Kane, George Tait, W. W. Greenwood, and C. K. Moore.

Mr. Geo. C. Carlisle suggested the advisability of interviewing the railway companies as to increased facilities so as to allow outsiders to visit the city more frequently durthe Christmas holidays.

Moved by G. C. Carlisle, seconded by Alex. McLaren, That a special committee consisting of Messrs. A. McLaren, W. Thomson, G. C. Carlisle, J. K. Black, and W. W. Greenwood be appointed to interview the railway companies on the subject, and also that the same committee interview Mr. E. A. Smyth as to the running of street cars in connection with the trains on the Welland Railway.

Mr. S. McLean very kindly offered the use of the Select Knights' hall pro tem for the use of the Association, and after some informal conversation the meeting adjourned.—St. Catharines Evening Star.

TORONTO DRUGGISTS' ASSOCIATION.

A special meeting of the Druggists' Association was held in the College of Pharmacy, Gerrard street east, o take some action on the matter of the liquor cases, and to make some provision for their protection in the future.

The following named gentlemen were present: Mr. Lewis, registrar of the Council; W. A. Hargraves, secretary of the Druggists' Association; G. W. Mingay, Dr. Oakley, J. A. Gibbons, W. J. Urquhart, Dr. Bentley, Issac Currey, E. G. Lemaitre, J. C. Lander, W. J. C. Naftel, W. Lloyd Wood, E. B. Shuttleworth, W. H. Cohen, Dr. J. Ogden, W. H. Gilpin and J. A. Austin. Mr. J. C. Lander, of North Toronto, occupied the chair.

Several new members were added to the membership. A long discussion took place on the advisability of doing away with the sale of liquor altogether in the drug business.

Mr. Mingay thought that liquor selling was debasing to the profession, and therefore he advised strongly that it be done away with.

Dr. Oakley made a lengthy speech, in which he advised the druggists to give up the liquor selling branch of their business.

After the discussion had become somewhat general the chairman called the attention of the members to the fact that no motion was before the house.

Mr. Lloyd Wood moved that "owing to the stigma attached to the drug trade on account of the sale of liquor by members of our profession, it moved that the members of this association refuse to sell liquors except as ordered in writing by regularly qualified physicians."

Mr. Lemaitre seconded the motion.

More disscussion followed, in which Mr. Wood said that he did not sell liquor at all, and found no material difference in his business by not doing so. Mr. Urquhart did not want to give up the sale of liquor, but wanted it conducted properly and honorably. Dr. Ogden thought the meeting had better go slow in doing away with liquor selling altogether. Many hardships might be entailed on deserving people by such a state of things during the prohibited hours of the saloons. Several other gentlemen spoke, some in favor of liquor selling and others opposed to it.

Mr. Urquhart moved in amendment, seconded by Mr. Austin, "That the druggists of this association give up the sale of liquor altogether until such time as they can petition the Legislature to make suitable amendments for their protection."

The amendment was lost by nine votes. The motion was carried by a goodly majority.—News.

Camphor Compounds.

The compounds formed by camphor with chloral, phenal, betol, salol, resorcin and other substances have attracted some attention in recent years in consequence of the introduction of some of them into medicine, most of them present the peculiarity of being liquid products of the combination of two solids, and even when this is not the case, as in the compounds of camphor with hydroquinone, salicylic acid, tannin and gallic acid, the temperature of the melting point of the joint product is much below that of ither of its constituents.

M. Cazeneuve points out that these camphor compounds are probably more numerous than is generally supposed. Even resins and gum resins are said to soften in contact with camphor, and gutta percha has been reported to behave similarly. Although in many of these cases true compounds are probably formed, in which the individual properties of the constituents are modified, the exact nature of the combination has not yet been explained, and it is evident that it is comparatively feeble. It is known, for instance, that upon submitting to distillation the liquid formed by the combination of camphor with chloral hydrate, it is split up into its constituents. The same result is obtained by simply shaking it with water; but it remains unaltered when agitated with an aqueous solution of chloral hydrate. In discussing the question, M. Cazeneuve expresses the opinion that the formation of these compounds is not due to the non-saturation of the camphor molecule, which allows of the fixation of two atoms of hydrogen, to form borneol, because the compound so produced is a stable one. He prefers to consider camphor-chloral and its congeners as a class of "molecular compounds," in which the combination between the two constituents is comparable to that which exists between water of crystallization and a salt.—N. E. Druggist.

CORRESPONDENCE.

Editor of CANADIAN DRUGGIST:

SIR,—Am glad my short note *re* cost of doing business has brought out a letter from "Chemist," Hamilton, and am only sorry that more have not taken the matter up and given their opinions in your live paper. In going over costs again, I am sure that "Chemist" comes nearer the mark with 33⅓ per cent. on cost of goods than I did at 20 per cent., but this is a question that every man in business should be able to say something about. Come on, fellow druggists, and say how much less you can run a store than

DRUGGIST.

Editor of CANADIAN DRUGGIST:

DEAR SIR,—Would you, for the benefit of the College, state the standing of the Professors at present teaching in the College of Pharmacy of Toronto, the Degrees they have taken, and the various schools they have attended, and much oblige,

Yours very truly,

CANADIAN DRUGGIST.

[Prof. E. B. Shuttleworth, Principal of the College and Lecturer in Pharmacy, studied, we believe, in England, and is a practical chemist. Not aware that he holds any degree.

Prof. O. R. Avison, M.D., lecturer in Materia Medica, Botany, etc., is a graduate and prizeman of the O. C. P., and took his medical degree at Toronto School of Medicine.

Prof. F. Harrison, Lecturer in Prescriptions and Practical Dispensing, is also a graduate and prizeman of the O. C. P., and took the degree of Doctor of Pharmacy at Chicago.—ED.]

Editor of CANADIAN DRUGGIST.

DEAR SIR,—Would a Canadian Dispensatory or Pharmacopeid be practicable?

It has often occurred to me, as it possibly may have done to many others in the Drug Business in "this Canada of ours," that we should have a Pharmacopeia or standard work of a similar nature of our own.

There are various reasons why such should be the case, and I would be pleased to see the question discussed through the columns of your Journal.

We are peculiarly situated in this country regarding this point. Many of our medical men have received their training in the colleges of Great Britain, while many more have gained their knowledge in the colleges and hospitals of the United States. This leads to a certain amount of confusion, for while the physicians graduated from a British Institution may follow the B.Ph. religiously. The American graduate takes the U.S.P., as his standard, and prescribes accordingly.

This can only be obviated by a standard of our own, and I know that there are many in the Drug business as well as among the Medical fraternity who would lend their time and talent to the accomplishment of such a work.

Our Medical Colleges at Montreal, Toronto, Halifax, and elsewhere have taken high rank within the past few years. These colleges would adopt such a work as their text book Physicians would soon learn its benefits, and the Druggists throughout the country would look upon it as a blessing.

As this would be a matter for the Government to deal with, would it not be well to bring it to their notice at the next meeting of Parliament, and if possible have a sum of money voted to pay the expense of such work, and the appointment, of say, two suitable persons from each of the Provinces to form a council for compiling the "Canadian Pharmacopeia 1890."

Yours, truly,

FRITICUM PEPENS.

Halifax, N.S., Dec. 1st, 1889.

CASH SYSTEM.

Editor of CANADIAN DRUGGIST:

SIR,—The evils of the credit system during a period of twenty years has led me to adopt the cash system on and after January 1st, 1890.

The losses made during the above term range from 10 to 20 per cent. per annum, and adding cost of collection, postage, etc., it will nearly reach 25 per cent. on my year's business.

Owing to the above being my experience I have come to the conclusion to adopt the strictly cash system.

Have carefully thought the matter over and came to the above conclusion, with this idea; if doing 25 per cent less business I would still be in as good a position to pay my indebtedness as now, without the inconvenience of collecting my accounts, and in a number of cases getting the ill-will of the people who I in my good nature trusted with my goods.

There is another great drawback to the credit system of people getting a small amount charged, and afterwards dealing elsewhere until they are made pay up. If all is well will give you my experience of the cash system next year.

DRUGGIST.

MYSTERY IN PHARMACY.

To the uninitiated there is a certain sense of mystery surrounding the avocation of the apothecary; indeed, it may be said that to the apothecary himself there is a mystery. How often is it that the apothecary delivers to the patron preparations concerning which he is as ignorant as the buyer!

A pharmacist, as we understand it, is one skilled in the art of "preparing, preserving and compounding substances for the purposes of medicine, whether vegetable, mineral or animal." Consequently, to be a true pharmacist one should certainly have some idea of the composition and effect of the articles he handles. Yet how often it is the case that he is ignorant of both.

Certainly the mere dispensing of patent or prepared pills and ready-made preparations would not constitute a pharmacist. This, of course, is indisputable. In this, however, the age of such preparations, the tendency is more and more to level the pharmacist from the professional man to the business man. The nostrum-maker, who merely knows enough to compound his nostrums, the speculator in drugs, etc., none of these are pharmacists.

Every true pharmacist should be proud of his calling, and should do everything in his power to render it a learned profession. He should also know something about the drug he dispenses, for if it prove mischievous in its effect he cannot protect himself by pleading ignorance. The public and the law expect him to know. Many druggists, although able to compound them, purchase all, or nearly all their preparations. Here the druggist stands in his own light. If he would only take time to consider and calculate the difference in preparations made and preparations bought ready-made as to cost, he would find it greatly to his profit to prepare himself, as far as he is able, his own preparations. They would certainly prove more satisfactory to himself, and it seems to us, to the physician and public also. The drug carefully packed and percolated by himself he knows to be of a certain strength. In factories, however, where large quantities are handled at once, there cannot be the same certainty. For instance, if a large quantity be packed at once and be less tightly packed on one side than on the other, the menstrum will naturally seek the weakest point, and the result will be lack of strength. The fact that it requires time, a little labor and apparatus influences too many druggists to buy. It is so much easier to order than to manufacture. The apparatus required for the work costs but little a mere bagatelle compared with resulting benefit—and the leisure time occupied about the store, generally in reading or gossiping, could, be no better employed.

If the druggist follows this course the mysteries of pharmacy will soon be no longer mysteries to him. In fact, if he will only rake up the required amount of energy and make a start, he will soon find himself keenly interested in his work, and his hours of former idleness will become hours of pleasure as he reads and compares formulas, chemical actions, etc., or addresses himself to the preparation of something hitherto untried. It will soon become a labor of love, and at the same time it will become a labor of profit and largely increased percentage on receipts.

This advice applies especially to those just starting in business, for if they prepare their own galenicals, etc., they can see at a glance how large a saving they make by the operation, and habits and information thus acquired at the beginning will prove beneficial throughout their business careers. It only requires some inexpensive apparatus and the needed amount of energy, and the thing is done, and the druggist will have taken a great stride in the path of progress.—The Drugman.

THE BEST OF ALL.

The New and Elegant Preparation

EXTRACT OF COD LIVERS

(EXTRACTUM NEPATIS MARRHUAE.)

A Pure Extract made from Selected Cod Livers.

Repeated Chemical Analysis and large clinical experience abundantly prove that Extract of Cod Liver is the most valuable remedial agent ever offered to the Medical profession. It possesses in a concentrated form all the valuable properties of Cod Liver Oil without its objectionable features. By its method of preparation the Extract retains all the filiary principles in an active state and exerts a true alterative and tonic effect upon the processes of nutrition and assimilation and promotes constructive metamarphosis. It builds up the growing tissues, reconstructs those wasted by use or disease and supplies nervous, muscular and digestive force to the different parts of the organism demanding it.

The indications for the use of the Extract are necessarily numerous and varied. In all pulmonary and scrofulous affections it has proved to be vastly superior to Cod Liver Oil, and being pleasant to the taste and acceptable to the weakest stomach, it can be given where oil would not be tolerated. In diseases of exhaustion and Diphtheria, etc., it has been used with the happiest results.

In rheumatic and malarial congestions it accelerates the action of remedies and materially hastens recovery.

In nervous diseases it rapidly repairs nerve waste and quiets the distressing irritability prevalent in these cases.

In the multiform varieties of dyspepsia it has proved to be a specific, no case of failure being yet reported.

It cures Chronic Constipation and has proved invaluable in many other conditions. To test the truthfulness of these statements we will send a sample jar to any physician free of charge.

MANUFACTURED BY

THE ATLANTIC MANUFACTURING CO'Y.
31 George St., Halifax, Canada.

SMITH & McGLASHAN CO., Special Agents, Toronto.

HICKSON, DUNCAN & CO.,

25 FRONT STREET,

SUCCESSORS TO

W. H. BLEASDELL & CO.,

In calling the attention of our numerous customers to our large and varied stock of Fancy Goods, are pleased to state that we are exceptionally well prepared to fill orders in large or small quantities, and at much better value than heretofore. Buying direct from the manufacturers in Germany, France and England, we can offer special inducements in all lines of

DRUGGISTS' AND TOBACCONISTS' SUNDRIES

Toys, Cutlery, Sporting Goods, Games, Vases, Brushes, Bisque Figures, Stationery, etc.

Yours respectfully,

HICKSON, DUNCAN & CO.,

B. LAURANCE & Co.,

Wholesale Opticians,

251 St. James St., Montreal.

Fine English Goods a Specialty.

By using our Test Cards a customer can be suited at the first attempt.

J. PALMER & SON

IMPORTERS OF

Druggists' Sundries,

Sole Agents in Canada for

A. & F. PEAR'S SOAPS, DUPONT'S BRUSHES, BERTRAND'S PERFUMES.

The Largest and best assorted Stock in Canada of

BRUSHES, COMBS, SPONGES, PERFUMERY, CHAMOIS, SOAPS, FANCY GOODS, TOILET REQUISITES.

1743 & 1745 NOTRE DAME,

MONTREAL, CANADA.

THE GREAT EUROPEAN DYE

Unequalled for Richness and Beauty of Coloring. They are the ONLY DYES that

WILL NOT WASH OUT!
WILL NOT FADE OUT!

There is nothing like them for Strength, Coloring or Fastness.

ONE Package EQUALS TWO of any other Dye in the market.

If you doubt it, try it! Your money will be refunded if you are not convinced after a trial. Fifty-four colors are made in **Turkish Dyes**, embracing all new shades, and others are added as soon as they become fashionable. They are warranted to dye more goods and do it better that any other Dyes.

Same Price as Inferior Dye, 10 cts.

Canada Branch: 481 St. Paul Street, Montreal.

Send postal for Sample Card and Book of Instructions

Lyman Bros. & CO.

WHOLESALE

DRUGGISTS

WE MANUFACTURE THE FOLLOWING SPECIALTIES:

Bromides.
Pure Chloroform.
Pure Ether, in 1-4 and 1-2 tins.
Ether Sulph, ·725, in bulk.
Beef, Wine & Iron, in bot. and bulk.
Chloride Lime, assorted packets.
Scale Preparations.
Lyman's Citrate Magnesia.
Lyman's Fluid Magnesia.
Lyman's Alkali.
Lyman's Fluid Extracts.

AND ARE AGENTS FOR THE FOLLOWING:

Kline's Preparations.
Hair's Asthma Remedy.
Samaritan Nervine.
Slocum's Preparations.
Magee's Emulsion.
Hopegood's Perfumes.
Hopegood's Soaps.

WAREHOUSES:

71 & 73 Front St. East

CHEMICAL WORKS AND MILLS:

147 & 149 Front St. E.

TORONTO.

A full assortment of Drugs, Chemicals and every requisite for the retail trade.

Business Without Profit, or the Folly of Cutting Prices in the Retail Drug Business.

BY EDWARD C. PFINGST.

What is to be gained by cutting the prices of patents and toilet articles?

Probably for a short time sales may increase, but the cutter's neighbor is sure to meet his prices. Patent medicines are not like groceries, dry goods or clothing; the consumer will not buy them because he can get them cheap. They are never bought until actually wanted, and persons wishing a bottle of sarsaparilla will pay $1 as quickly as 75 cents. They will not purchase your "Anti-chill Mixture" at even less figures, unless they are having chills, while the consumption of paregoric, arnica and camphor remains very much the same whether the price is 10 cents an ounce or 5.

Nor do the sales of postage stamps and the telephone nuisance add either to the revenue or amiability of temper of the druggist. The undue lowering of prices may attract customers from other stores, but such advantage will be short-lived, as the "cuts" will be met, the final result being a general loss of profit without any corresponding gain. While this lowering of profits is going on expenses usually remain the same with remarkable pertinacity—the landlord more apt to raise than lower the rent, and the assessors of taxes are anything but "cutters." There is another item of expense, too, which must be taken into account—"dead stock." The most careful and economical buyer will find himself burdened with some unsaleable goods, and those who are less careful will acquire a considerable quantity in a few years.

No way has yet been invented by which the attractive "bargain counter" can be adapted to the drug business, and when things in that line die they are apt to remain dead indeed. Then there are leakages and breakages and other wastes which are usually not taken into consideration as expenses; they are so practically, nevertheless. When these items are added to those customarily put down in the expense account the figures will yield quite a respectable total.

It stands to reason that the gross profit on the business done must bear such a relation to this tolal that the man doing business may have enough left to live on. If this relation does not exist the result is easy to foresee. The pharmacist will struggle along, perhaps through a short life-time, at the end of which it will be found that in the process of making a poor living he has sunk his capital and perhaps left his family unprovided for. Such unhappy results, it can safely be predicted, will become the rule if the modern notion of "Cheap John" drug stores is permitted to work itself out in general practice.

No doubt some will say that the estimate of 25 per cent. as the expense of conducting real business is too high; but it is easy enough to convince yourself that the estimate is not overdrawn, and if you sum up the different items of rent, clerk's hire, boy or porter, insurance, light, fuel, taxes, telephone, charity calls and other incidental items, you will be surprised at the sum total.

In conclusion, I will say that even where full legitimate prices are realized on all sales the average retail druggist is but poorly paid for his time and services; that while your neighbors, the butcher, grocery man, baker or even shoemaker, are gradually accumulating money and getting rich, the poor druggist is becoming gray and remaining poor; and were it not for the love of his profession, would be better off in conducting some other business which would not be dependent upon the ailments of mankind for a living, and wherein his capacities as a merchant would find a more extensive and lucrative field of labor.—Pharm. Record.

IODIDE OF AMMONIUM.

A SIMPLE METHOD OF DECOLORIZING WHEN DECOMPOSED.

[Read before the Missouri P. A. by John C. Falk, Ph. G.]

Iodide of ammonium, as is well-known to all pharmacists, is a very unstable compound, the ammonium very easily dissociating from its union with the holoid element iodine.

This decomposition with the resultant coloration from a snow-white salt to a yellow or even dark-brown—depending on the amount of liberated iodine present—is an occurrence seen in nearly every pharmacy. In this condition the chemical is, of course, unfit for use; and as the small quantities usually on hand in the stores do not justify the trouble and expense of manipulating in the customary methods, such a spoiled salt is generally thrown away or set aside, and a fresh supply obtained.

The pharmacopeial process for the recovery of decolorized iodide of ammonium is to wash it with stronger ether, filter off the latter, and rapidly drying the salt.

R. Rother recommends treating the salt with sulphurous acid and ammonia, and then drying on a water bath. Both these methods are somewhat troublesome to carry out, particularly when the amount of material is small (say one or two ounces), while the pharmacopeial directions are very apt to result in an expensive product if extreme care is not taken in the use of the ether.

Having several small lots of decomposed iodide of ammonium come into my hands during the past year, it occurred to me that they might be redeemed in a manner that I have not yet seen in print. This consists simply of placing a lump of carbonate of ammonium into the bottle and allowing it to remain there until the salt has regained its normal whiteness; this may require from several days to as many weeks, the time being dependent upon the amount of material and the degree of decomposition it has undergone. The ammonia that is constantly being disengaged from the unstable carbonate unites with the free iodine present to form iodide of ammonium, and, as the superfluous ammonia is subsequently allowed to escape, there is no resisting contamination with a foreign substance.

I usually remove the iodide to a large salt-mouth bottle, wrap a vitreous piece of ammonium carbonate in filter paper, drop it into the bottle, stopper tightly and place aside until the desired change has been effected. Then remove the ammonium carbonate, leave the bottle unstopped until the excess of ammonium has disappeared, when the salt is practically pure and ready for use.

Observations on Cod Liver Oil.

M. Unger, of Wursburg, (Pharm. Centralhalle) after numerous experiments, agrees with the opinion already expressed by Professors Salkowski and Von Mering, that the quality of cod liver oil does not depend upon the amount of free acid it contains, but rather the reverse. He concludes: (1) In cod liver oil, the phosphorus and iron exist in combination with albumen. (2) In a good quality of oil, these albuminates undergo no alteration, whereas they are gradually decomposed in the brown and yellow sorts. (3) The albuminates may readily be separated by mixing the oil with water and adding carbonic acid. (4) The Pharmacopœia should require that the proportion of free fat acid should not exceed 4.5 per cent., and that the oil, when in contact with nitric acid possessing a specific gravity of 1.40, should in five hours display a ring of albumen.

Naphthol-Camphor and Salol-Camphor.

The valuable properties of the compounds of camphor with carbolic acid and with salol form the subject of a communication by M. Desesquelle (Repertoire, May 10th, p. 200.) In hospital use they have been found to possess considerable antiseptic properties, and the application of the naphthol-camphor is not followed by pain, in consequence of the anæsthetic action of the camphor. In preparing them, M. Desesquelle finds the most convenient proportions to be 200 parts of camphor to 100 parts of beta-naphthol or 300 parts of salol. The two ingredients are reduced together to a fine powder and then gently warmed until liquefaction is complete; the liquid is then filtered and preserved in a well closed bottle. The liquids obtained are denser than water, in which they are insoluble, and miscible with fixed and volatile oils, ether, and alcohol. They also possess considerable solvent powers, 10 parts of iodine, for instance, being soluble in the cold in 90 parts of naphtol-camphor. Cocaine hydrochlorate and the cinchona alkaloids also dissolve in them in considerable proportions.

Lastly, the liquids are said to constitute an excellent medium for keeping surgical instruments, as they attack neither the metal nor the wood.—Pharm. Journ.

LABORATORY NOTES.

BY D. L. HAIGH, PH. C.

The question of the purity of drugs is of such vital importance to the pharmacist that he cannot afford to longer ignore it. The time has passed when inferior quality of goods can be handled with impunity. Each year marks the curtailment of profits heretofore derived from "general merchandise," and the pharmacist of necessity must look for other means to replenish his depleted exchequer. The time points to science as that means, and we are urged by the thinkers of our calling to become more professional, to prepare ourselves to take advantage of the opportunity that will offer itself. The pharmacist must be the future chemist of his community. Not alone must he handle only pure drugs and prove their purity by examination, but he will also be required to examine foods for adulteration, and to be the expert in cases of criminal and accidental poisoning. It behooves the pharmacist to prepare for this work. We cannot hope for this change to take place hurriedly. All such changes are gradual, and there are many who will never change. We have instances of "ye olden-time pharmacist" with us now, and it is not possible for it to be otherwise in the future. But the inevitable comes, and the pharmacy of fifty years hence will be as different from that of to-day as our present pharmacist differ from those of twenty-five years ago. It is with this idea in view that it was thought well to bring to notice, through this medium, many of those simpler methods of testing drugs within reach of every druggist, hoping thereby to interest some in a work which, should they engage in, will be amply repaid in pleasure alone for the time expended. In these notes we claim no originality, but simply strive to select those methods adapted for use in the retail store. This will necessitate giving methods that are not always the most accurate, but in no case will faulty methods be given without attention being called to the fact.

It is the general idea among pharmacists that to test drugs, complicated apparatus is necessary and a great amount of time must be occupied. If the trial is once made it is surprising how much can be accomplished with the apparatus that is found in every drug store. The time is not more than what every pharmacist can spare if he desires. One-half hour a day would be sufficient if industriously spent, to accomplish a great deal of work.

NECESSARY REAGENTS.

Each pharmacist can prepare his own reagents, following the pharmacopœial directions for "Test Solutions." The majority of articles necessary for this are found in every drug store, and those few that are not can be purchased from the wholesaler. With the addition of the following apparatus, all is at hand that is necessary for work.

One three-ring iron filter stand; one test tube stand; one test tube brush; two funnels; two glass flasks; one piece blue glass; one round file; two stirring rods; two watch glasses; one porcelain evaporating dish; one triangular file; one scissors; one piece platinum foil; one piece copper foil; one hydrogen sulphide apparatus; one alcohol lamp; nineteen test tubes; one washbottle (Spritz flask); two beaker glasses; one crucible tongs; one blowpipe; one piece platinum wire; one piece pure zinc.

The total cost of this apparatus is not more than five dollars. In fact, most of the articles mentioned are in every drug store, and with test tubes and the pharmacopœial test solutions the greater number of tests of the pharmacopœia can be made. It is convenient to have these test solutions kept in two-ounce glass-stoppered bottles placed, preferably on small shelves, in some convenient place where they can be gotten at handily. Near the prescription-case is best, for if the reagents are handy they will be used more frequently.—Meyers Bros. Druggist.

ITALIAN PHARMACEUTICAL ASSOCIATION.—The second General Congress of the Italian Pharmaceutical Association has just been held in Rome. The members, upwards of 3,000 in number, were largely represented, many of the leading pharmacists from Turin to Palermo assisted at the proceedings. Besides discussions on the new edition of the "Pharmacopœia Italica," on the status of the profession, and on its claims to recognition by the Government, the programme includes the special consideration of the higher culture of the pharmacists, for which object the universities were memorialised to grant greater facilities; while, for the possessors of academic qualifications, it was arranged that the Ministry of Health should be approached with a view to their being made eligible for appointments in the departments of State medicine, especially as directors of laboratories of chemistry in its application to public hygiene. —British and Colonial Druggist.

ACTION OF CHLORAL ON GLASS.—A writer in Pharm. Central. calls attention to the peculiar effect of some chloral hydrate that he had preserved in a blue glass bottle. In course of time, the blue color of the bottle faded, and finally, disappeared altogether, while the crystals of chloral nearest the glass became colored a deep blue. An analyss of these blue crystals disclosed the fact that they contained traces of nickle' that element, as is known, entering into glass a coloring agent.

It would be interesting to know if other glass white or colored, is liable to such decompositions in the presence of chloral, and we would ask our readers to let us know of any experience they may have had in this line.

BEST METAL POLISH IN THE WORLD

TRADE MARK.

BEWARE of IMITATIONS.

Quick Working. Shine Long Lasting.
Nicely Made Up, and Cheap.

All Canadian orders delivered in Montreal free of freight charges and duty. Sole Agent—

ADOLF GOHRING & CO.
202 William Street, New York.

DORENWEND'S
GOLDEN HAIR WASH.

The finest article in the market for producing a beautiful

GOLDEN SHADE.

Every Druggist should have it on his shelves.

It can be safely recommended to customers as harmless and effective in 3, 6 and 8 oz. attractive bottles.

A. DORENWEND, Sole Mfr.
Paris Hair Works, Toronto, Can.

Fast Sellers

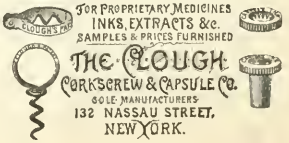
ALASKA CREAM

For Chapped Hands, Face, Lips, etc. In Summer for Tan, Freckles, Sunburn.

DR. OAKWOOD'S
Syrup of Tar and Tulu
—FOR—
Coughs, Colds, Hoarseness, Asthma, Bronchitis, Croup, Whooping Cough, etc.

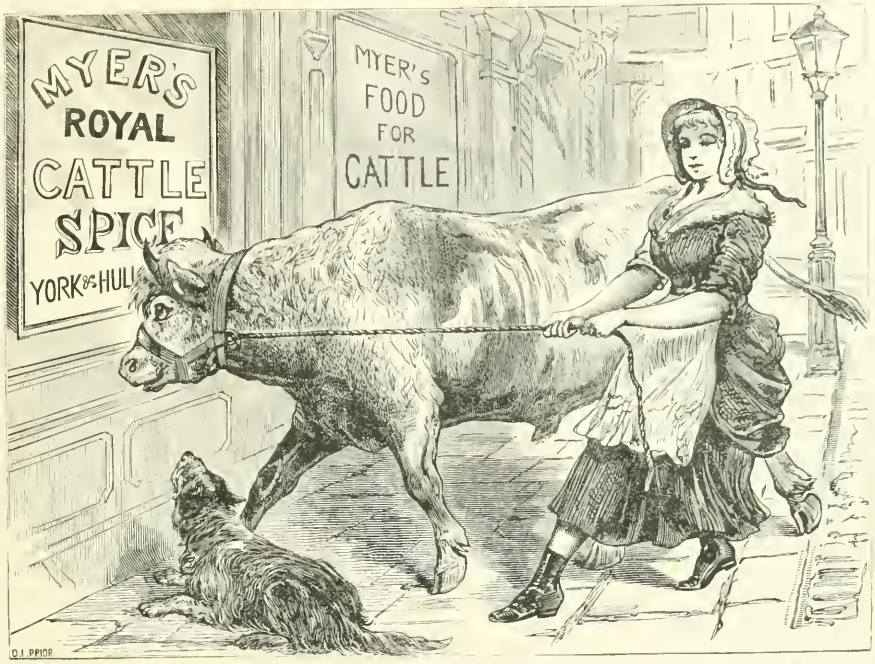
RETAIL AT 25 CENTS.

STUART W. JOHNSTON
TORONTO.



Which has had a run of 27 Years of the Greatest Success in the Old Country

FOR HORSES, CATTLE, SHEEP,



PIGS, POULTRY AND GAME.

Address - 18 KING STREET EAST, - TORONTO.

PURCHASE AGENTS WANTED.

THE HARRY LEWIS

TRADE MARK.

DOG SOAP.

A first-class article in triple wrapper (tin foil)
Money can be made by keeping this in stock.
Address The Amherst Manufacturing Company, Montreal, for Price List and Sample.

Advertisements
—OF—
Assistants Wanted, etc.
INSERTED IN THE
"CANADIAN DRUGGIST"
—AT—
1c. per word.

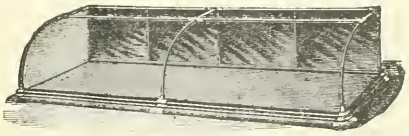
WM. J. DYAS,
Chemist and Druggist,
MAIN ST. Petrolea, - Ont. | FRONT ST. Strathroy, - Ont.
PUBLISHER OF THE
"Canadian Druggist."
Wholesale Agent for Duffield Lamps and Supplies.

DO NOT LOSE a Sale

Stock up with DIAMOND TEA

The great Blood, Liver and Kidney Regulator, which is having a rapidly increasing sale, and is being extensively advertised. The druggists having the stock on hand when called for, will secure the trade. $1.75 PER DOZEN.

W. D. Edwards, London, Ont.
GENERAL AGENT FOR CANADA.

STANDARD SHOW-CASE WORKS
——:MANUFACTURERS OF:——

SHOW-CASES
In METAL, WALNUT, OAK, CHERRY and MAHOGANY.
You will save money by sending for our prices before buying
WINDSOR, ONT.

SYRUP YERBA SANTA. AROMAITC.

By D. L. Haigh, Ph. C

Quinine disguisers do not occupy the important position to day that they did before the introduction of the gelatine capsule. The capsule solved the question for that portion of humanity whose œsophagus permitted of its being taken and to them nothing farther in this line is needed. All mankind do not possess such an accommodating œsophagus and to this class quinine disguisers remain a boon, and with them find a ready sale. I use the term quinine disguiser, but as far as my experience goes, there is no such thing. The market has abounded with so-called quinine disguisers for years and the crop of "tasteless quinines" springs up with persistent regularity. One fraud is scarcely exposed before another takes its place, the demand for a pleasant medium for administering quinine being so great the pecuniary advantages were accordingly sufficiently great to invite fraud. But the most that has been accomplished thus far towards obtaining a quinine disguiser is the preparation of a heavy syrup flavored with aromatics in addition to either licorice or yerba santa. But these act, so far as I have been able to judge, simply through the sweetness of the syrup which, being of heavy density, seems to envelope the bitter substance, and as the sweet taste preponderates we are temporarily sensible to that only. Water is generally taken immediately afterwards to rinse the mouth, and then the bitter taste returns to a limited degree. Licorice, I believe, disguises quinine better than yerba santa, but the latter has enjoyed a wide reputation for this purpose, and when properly backed up with suitable aromatics answers very well.

For the past three years I have given the problem of making a good syrup of yerba santa a good deal of attention, and the two formulas here given are the results of numberless experiments on this subject. It is claimed by many that the resin contained in yerba santa is the principle that disguises quinine, and numerous theories have been advanced to explain just why this is so. Some writers show that a compound is formed, but this has never been proven to my knowledge, and, as above stated, I think to the pleasantly flavored syrup is due the credit. Two formulas have been used to make syrup of yerba santa; one founded on the opinion that the resin contains the disguising principle, in which alcohol of 75 per cent. strength is used as a menstruum to exhaust the drug, the other in which simply the aromatic flavor of the drug is desired to be extracted, in which water is the menstruum employed. The question of the aromatics to be used is an important one, and I have found coriander combined with cloves and cassia answer best the purpose.

The formula with alcoholic menstruum is as follows:

Yerba santa, coarsely ground	1 lb.
Alcohol, 75 per cent.	q. s.
Sugar	6½ lbs.
Oil coriander	30 minim.
Oil cloves	8 minim.
Oil cassia	8 minim.
Pumice	q. s.
Distilled water, q. s. to make	1 gallon.

Percolate the drug with 75 per cent. alcohol until 3½ pints of percolate have been obtained; reserve this and continue the percolation until the drug is exhausted. Recover the alcohol from this last percolate by distillation; add the reserve percolate to the residue in the still and recover the alcohol from this also. Next remove the residue from the still, and rub with sufficient pumice to form a paste and to thoroughly subdivide the resin which has settled out. Add the oils and continue to rub until they are incorporated. Filter and add sufficient distilled water through the filter to make the filtrate measure 3½ pints. In this dissolve the sugar without the aid of heat.

This gives a very pretty preparation, but the color is rather light. This can be remedied by first exhausting the drug with hot water before percolating with 75 per cent. alcohol. Two pints of water is sufficient to do this and may be added through the filter instead of distilled water to make up the required amount of filtrate, 3½ pints.

The process is rather tedious for the retail store, and necessitates having a still or losing the alcohol, which adds expense to the product. It was thought therefore if the final results could be obtained and a syrup be made just as good without alcohol, that it would be a great saving in labor and expense. This has been tried and a syrup of yerba santa made without alcohol for a menstruum that is in many respects superior to that made with alcohol. The following formula has been in use now for over a year and the product has given very general satisfaction:

Yerba santa, coarsely ground	1 lb.
Sugar,	6½ lbs.
Oil coriander	30 minim.
Oil cassia	8 minim.
Oil cloves	8 minim.
Pumice	q. s.
Hot water, q. s., to make	1 gallon.

Exhaust the drug by percolation with hot water, using three portions, allowing the first portion to remain on the drug several hours. Percolate until 3½ pints of menstruum have passed through. Rub this with q. s. pumice to form a paste, add the oils and continue to rub until thoroughly incorporated. Filter and add through the filter sufficient water to make the filtrate measure 3½ pints. In this dissolve the sugar without aid of heat.

This gives a beautiful dark reddish colored syrup which has a fine flavor of yerba santa. Heat, I believe, injures the aromatic principle of yerba santa, hence the syrup made by the first formula has not the fine flavor of this syrup. Several mixtures of licorice with yerba santa have appeared upon the market, claiming special prominence from their high sounding names, but there seems to be no advantage in such combinations.

With all of our improved processes and strivings after a tasteless quinine, like perpetual motion, and elixir of life, it is still a thing of the future.—Pharmaceutical Era.

The Pharmaceutical Paste-Pot.

BY JOHN F. PATTON.

This commonplace but exceedingly useful adjunct to every drug store deserves more attention than is usually accorded it. Its value is only exceeded by the constant demand made upon it; and it fills that demand to the best advantage when possessing the following characteristics: cheapness, adhesiveness, smoothness, cleanliness, and freedom from fermentation.

The quantity demanded daily by the store doing an ordinary business makes cheapness an essential feature. Polished glass surface and highly calendered paper make it of absolute importance that the paste should be perfectly smooth and of a strong adhesion. It goes without saying it should be made from that which is cleanly.

We had some difficulty a year or two ago with paste made from gum tragacanth. After standing a few days it had a very unpleasant odor, and became almost useless as a paste, because it lost nearly all of its adhesive qualities. The trouble, I should judge, was caused by the formation of alcohol during fermentation. We tried flour paste, but this moulded, and could only be made in small quantities as needed for immediate use.

While making the paste one day it occurred to me that by converting part of the starch of the flour into dextrin by the action of an acid, that I might improve the adhesiveness of the paste. Accordingly I added some hydrochloric acid, and the result was better than anticipated. The product was a very white, smooth paste, which kept for weeks without becoming mouldy or losing its power of adhesion.

With this paste I found no difficulty in attaching labels to tin or other smooth surfaces.

The following is the formula I used:

R.

Wheat flour,	1 lb
Alum,	3 ii
Borax,	3 ii
Hydrochloric acid,	3 iss
Water,	Oi

Mix the flour, alum and borax, and stir to a smooth paste with the water; then add the acid and heat until the starch cells break, stirring constantly.

This makes a very thick paste which must be thinned with water as wanted for use.

A small quantity of essence of wintergreen poured over the paste in stock will preserve it indefinitely.—Proceedings Pa. Phar. Ass'n.

NOTES ON A FEW MEDICINAL SYRUPS.

(From the British and Colonial Druggist.)

At a recent meeting of the Dundee Chemists' Assistants' Association, the Secretary, Mr. T. Cuthfert Henderson, A.P.S. deliver ed an interesting paper on Medicinal Syrups.

In introducing his subject, Mr. Henderson intimated that it was not his intention to bring before his audience a series of elaborate analytical tables, but rather to briefly ac count his experience in the manufacture and preservation of the more important of these syrups. Doubtless, to many the facts which he had to present would be familiar, but there were others who had, perhaps, not had the same experience in this particular branch of their profession, as he was aware there are many pharmacies in which these syrups are seldom, or never, made. The first of the syrups he proposed to bring before their notice was

SYRUP FERRI IODIDI.

This syrup, as made from the B.P., 1867, process, was not quite satisfactory. When made it was almost colorless, with only a slight green tinge, but in the course of a few days it assumed a brownish color, attributed by some to the conversion of the ferrous salt into the ferric, with liberation of free iodine. He quoted, however, from a paper on this point read before the School of Pharmacy Students' Association, by Mr. F. Browne, to the effect that the colouration is not due to free iodine, although free iodine is liberated some days after this distinct brown coloration has appeared. The various methods which have been adopted from time to time for the preservation of the syrup were enumerated. The plan of covering bottles of syr. ferri. iodid. with blue paper was useless. On the contrary, according to the writer just quoted, the more light the better. Reference was next made to the method of keeping a coil of iron wire in the syrup, the object of which was to convert any iodine liberated into FeI_2 at once. The alteration which was effected on the formula in the B. P., 1885, was with the object of better preserving the product. Part of the sugar is converted into glucose, which is said to act as a preservative. Hypophosphorous acid was a popular and successful preservative, when added in the proportion of about 0. 1. per cent. But by far the best preservative he had yet found for this syrup was about 5 per cent. of glycerine. Reasoning that glycerine has the power of reducing ferric salts into ferrous it will prevent ferrous salts being converted into ferric. Four samples were exhibited, made at the same time and under similar conditions, and preserved by the methods above enumerated, the latter (glycerine demonstrating it excellence as a preservative agent. At this point the author pointed out the necessity of procuring the best of sugar for these purposes. Quite as much depended on the quality of the sugar as on the manipulation.

SYR. FERRI. BROMIDI.

Mr. Henderson thought it strange that this syrup, so closely allied to the former, had not been made official in the B. P. He had tried both the published formulæ for this, viz., Martindale's "Extra Pharmacopœia" and B.P.C. formulary, 1888, and he was inclined to prefer the former. This syrup showed the same tendency to become discolored, but by the addition of hypophosphorous acid or glycerine in the above proportions this is overcome, and the syrup keeps fairly well.

SYRUP-FERRI PHOSPHATIS CUM QUINIA ET STRYCHNIA—EASTON'S SYRUP—

had been a source of trouble to nearly every one who has made it. He had followed for several years the formula published by Martindale (Ex. Ph., 1st ed.), but had not found it quite satisfactory owing to an opalescence and ultimately a white precipitate, which, some writers said, was ferric phosphate, while others held that it was quinine phosphate, which latter theory he himself had found to be the correct one. He had, therefore, reduced the quantity of quinine phosphate, the advisability of this procedure being borne out by the improved formula in the B.P.C., 1888. Mr. T. Maltby Clague, in his paper before the B.P.C. this year, had also recommended a reduction of the quantity of quinine. The various methods adopted for the preservation of this syrup were detailed, and, as in the other cases, he had found 5 per cent. of glycerine perfect for preventing the brown coloration so common with it.

SYRUP FERRI PHOSPHATIS CO.

A formula for this had now been introduced into the B.P.C. Prepared according to this formula, a very pleasant preparation is the result, although not quite up to Parrish's perhaps in the quantity of salts. The method is easier followed than that of precipitating the phosphate of iron; indeed, it is a pity that this method of preparation was not included in the new B.P.; doubtless it will be in the next. He thought, however, that the quantity of calcium carbonate might be reduced with advantage from 120 grains to 100 grains to the pint, and that the quantity of sodium and potassium salts should be increased.

The next syrup he had to bring before them was

SYRUP HYPOPHOS. CO.

Ever since the introduction of Fellow's Syrup there have been attempts innumerable to purchase a satisfactory imitation, but it would be difficult to find one which had reached perfection, either in appearance or taste. He quoted Messrs. Dott and Inglis Clarke's report to the B.P.C. of 1888 on the deficiencies of salts to be found in many syrups. After following the B.P.C. formula for some time he hit upon the following as producing an excellent and elegant syrup:—

Take of	
Strychnine	1 grain.
Quinine (alkaloid	10 grains
Manganese hypophosphi	10 grains
Acid hypophosphorus	2fl drachms
Water	1 fl ounce
Dissolve and filter	
Sodium hypophosphite	160 grains
Calcium	160 grains
Liq. ferri hypophosph. Fort. B. P.C.	3 fl ozs.
Dissolve and filter	
Mix the two solutions and add	
Glycerine	1 fl ozs.
Syrup cold to produce	20 fl ozs.

Each fluid drachm contains 1-160 grain strychnia, ¼ grain quinine, ¼ grain manganese, ¾ grain iron, 1 grain sodium, and 1 gr. calcium hypophosphites. The essayist suggested, in passing, that this syrup and several other well-known syrups should be included in the next B.P., he was assured that then the chemist would be able to compete with his neighbor the store man, in that both would be required by law to keep a certain quality, and failing this they could be prosecuted under the Sale of Food and Drug Act.

SYRUP TOLU,

as prepared by the B.P. formula, sometimes presented a difficulty, inasmuch as the bottles in which it was stored acquired a strong smell of benzoin, and in heated atmospheres the stopper was apt to jump out of the bottles. Mr. Henderson commended the process of maceration and percolation as suggested by Mr. Fred. Stephenson, before an evening meeting of the Pharmaceutical Society in Edinburgh in 1887. He had also experimented with paper pulp as a clarifying agent for syrups, and the like, and he found that an adaptation of this to Stephenson's produced a very successful syrup, with a splendid aroma, good appearance and good keeping properties.

The following is the process:

Take of	
Balsam of tolu	1½ ozs.
Finest loaf sugar	2 lbs.
Water	16 fl. ozs.

Reduce the balsam to powder by trituration with 8 ounces of the sugar. Macerate along with about 180 grains of paper pulp, with the water for 48 hours, with frequent agitation. Filter until bright, and dissolve the remainder of the sugar in the filtrate, which is best effected by the percolation and without the aid of heat.

SYRUP, SCILLÆ

was the last of the syrups noticed. He had adopted the same system with it, viz.—cold percolation, which avoids the decomposition of this syrup, sometimes caused by too great heat being applied, thereby driving off some of the acetic acid. The percolator is packed with about 2½ pounds of sugar. The acetum scillæ is then allowed to percolate through it and the product filtered.

In conclusion, the lecturer wished to bring before the notice of those present a few

GLYCERITES.

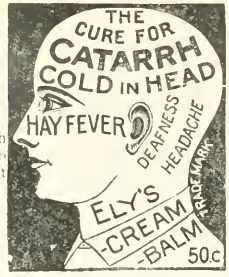
His attention was first drawn to these by a paper read by Mr. Arthur before an evening meeting of the Pharmaceutical Society in Edinburgh this year. At that meeting the writer showed samples of ferrous iodide and ferrous bromide, and suggested that glycerites of the other ferrous salts should be made. He had found them very satisfactory, and submitted samples of the preparations glycer:—ferri. iodid., bromid., hypophosph. co., pohosph. co., phos. c. quin. et strych.) He would advocate the introduction of the glycerities, not only on account of their property of retarding the oxidation of ferrous salts, but also because of the unsatisfactory condition of the sugar of commerce.

THE SUCCESSFUL REMEDY

FOR

NASAL CATARRH

Must be Non-Irritating



Easy of application, and one that will, by its own action, reach all the remote sores and ulcerated surfaces. The efforts to treat Catarrh during the past few years demonstrate that only one remedy has met these conditions and that is

ELY'S CREAM BALM

This safe and pleasant remedy

Has Mastered Catarrh As nothing else has ever done, and both physicians and patients freely concede this fact. The more distressing symptoms quickly yield to it, and a multitude of persons who have for years borne all the worry and pain that Catarrh can inflict, testify to radical and permanent cures wrought by it.

ELY'S CREAM BALM is soothing, excites no dread, dissolves the hardened accumulations, lessens the extreme sensibility of the membrane to cold and all external irritants, and is followed by no reaction whatever.

A cold in the head is an inflammation of the lining membrane of the nasal passages, which, when unchecked, is certain to produce a Catarrhal condition for Catarrh is essentially a "cold" which nature is no longer able to resolve or throw off.

ELY'S CREAM BALM is not a liquid, snuff or powder. Applied into the nostrils it is quickly absorbed. It cleanses the head, allays inflammation, heals the sores, restores the senses of taste and smell. Sold by druggists, or sent on receipt of Price, 50c.

ELY BROS.,

56 WARREN STREET, NEW YORK

THE LONDON DRUG CO.

LONDON, ONTARIO.

J. DOUGLAS, Manager

IMPORTERS OF

Drugs and Druggists' Sundries, Fine Chemicals, Perfumery, and all Goods required by Chemists.

MANUFACTURERS OF

Fluid Extracts, and Fine Pharmaceutical Preparations, Citrate of Magnesia, Etc.

We beg to intimate to the trade, and particularly to those who are commencing business on their own account, that we keep IN STOCK every requirement of a first-class Chemist and Druggist.

We carry full and complete sets of

LABELLED SHELF WARE
DRAWER PULLS
SHOW BOTTLES and VASES
SCALES, WEIGHTS, Etc

and everything necessary for the executing of an opening order on the shortest notice.

Correspondence in regard to Prices, Terms, etc. solicited.

MERCK'S PURE PEPSINE IN SCALES

We have taken a great deal of trouble to put before our friends and the Trade the excellent character of this preparation. It is offered at a reasonable price, and dispensing chemists should put before their Medical friends its well-known merits. It possesses **high digestive powers, is perfectly solvent,** and keeps well. We have it in 1 lb., ½ lb. and 1 oz. bottles.

The London Drug Co., - Importers

LONDON, ONT.

NOTES ON CAPSULES

KREHBIEL CAPSULE CO., OF KALAMAZOO, MICHIGAN, U.S.

SOLUBILITY The first requisite of a capsule is its SOLUBILITY, or its ability to dissolve quickly in the stomach and and distribute its ingredients. Our Capsules are manufactured by a new process, from the finest imported French gelatine obtainable at the lowest possible dissolving temperature of the gelatine, and the result is the MOST SOLUBLE and QUICKEST DISSOLVING Capsule on the market. Send for samples.

CUT The second requisite of a capsule is a smooth, even CUT, which enables the dispenser to move easily, fill, and at the same gives greater accuracy of capacity Our Cut is square, even and clean. Send for samples.

FIT The third requisite of a capsule is the fitting of the cap and body together, so that in handling they will not come apart, and allow the medicine to be wasted or scattered over other capsules in a box. Our capsule joins the closest and neatest of any. Send for samples.

COLOR The color of a capsule, while not of vital importance, must be looked at. Our capsules are clear, light-colored, and the cleanest and neatest manufactured. Send for samples.

MINOR POINTS We shall merely mention these: They are lighter in weight, yet not at the expense of strength They don't "chip" in filling. They are elastic. They stand any climate. They are Perfect goods. They will satisfy you. Send for samples.

PRICE Last, but not least, comes PRICE. They are the CHEAPEST in price of any reputable capsule made, as well as the CHEAPEST to use on account of their merits. Send for samples

HOW TO GET THEM Your wholesaler should keep them, but if he does not, send your order direct to us, and we will ship free of express charges, provided your order amounts to the value of a half gross, or will send your order to the nearest wholesale customer of ours, and the order will be filled.

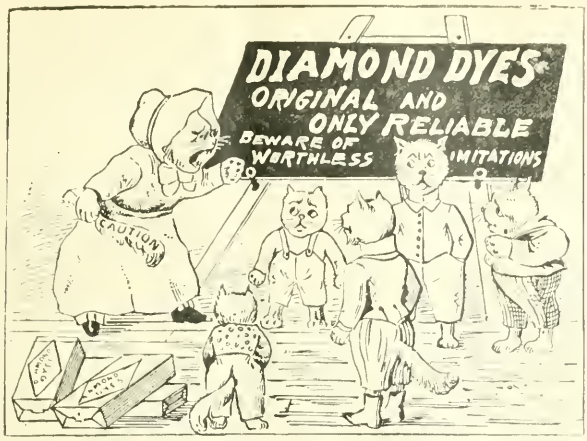
PRICES.

"No. T" Capsules, 7 Sizes, 00-5, Boxed in Metal Cans of 1,000 each, 60c. per M.
" " " " " Card Boxes of 100 " per doz. 90c.
" " " " " " " 100 " ½ gross, $5.00.
" " " " " " " 100 " gross, $9.00.

SEND FOR SAMPLES. CORRESPONDENCE SOLICITED.

Krehbiel Capsule Co. - KALAMAZOO, MICHIGAN, U.S.A.

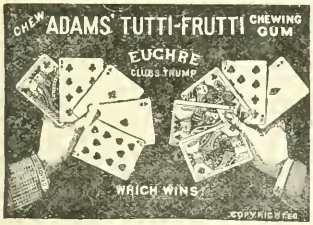
FACTORY, 1002—1032 CAMERON STREET. PLEASE MENTION THIS PAPER.



TO THE DRUG TRADE OF CANADA:

On or about December 1st, 1889, we shall have ready for distribution the Diamond Dry Cook Book No. 2. If you will send us your business card, and state how many Cook Books you can use to good advantage, we should be pleased to forward them, free of charge.

Wells, Richardson & Co., 200 Mountain Street, **MONTREAL.**



ADAMS & SONS,

23 CHURCH ST. · TORONTO, ONT

Tutti Frutti, Tampico, Black Jack, Sappota, Red Rose, Magic Trick, Taffy, Licorice, Caramel, Tolu, N. Y. Gum—100 and 200 pieces.

Send for descriptive circular containing description of goods, with elegant lithographs free.

MINARD'S "KING OF PAIN." LINIMENT

Druggists and Dealers pronounce it the best healing medicine they have.

C. C. RICHARDS & CO.,

YARMOUTH, N. S.

HUMPHREYS'

SPECIFICS. VETERINARY SPECIFICS.
SPECIAL PRESCRIPTIONS.
WITCH HAZEL OIL. MARVEL OF HEALING.

Stocked by all wholesale druggists in Canada and delivered

DUTY FREE.

Write for catalogue, photographs of counter show cases, terms and inducements.

HUMPHREYS' MEDICINE COMPANY

109 FULTON ST., NEW YORK.

R. Henry Holland & Co.

340 and 342

ST. PAUL ST., - MONTREAL.

Wholesale Importers of

DRUGGISTS' SUNDRIES.

Cutlery, Plush Goods, Baskets, Purses, Vases, Pipes, Fancy Cups and Saucers.

Tobacconists' Sundries, Dolls, Musical Instruments, Toys, Books, China Goods, Fancy Goods, etc.

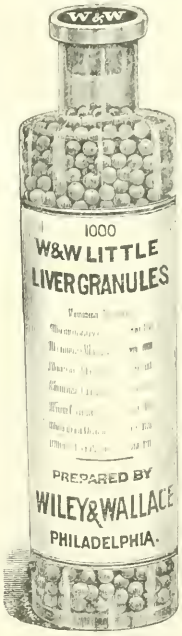
SEND FOR ILLUSTRATED CATALOGUE.

THE ALBERT TOILET SOAP CO'Y

has the largest sale of any Toilet Soap in the country on account of its uniformly excellent, delicate and fragrant qualities.

Address the ALBERT TOILET SOAP CO. Montreal, for Price List

W. & W. LITTLE LIVER GRANULES.



Sugar-Coated, White or Pink. Plain or Gelatine Coated.

SMALL. PLEASANT. PROMPT. EFFECTIVE.

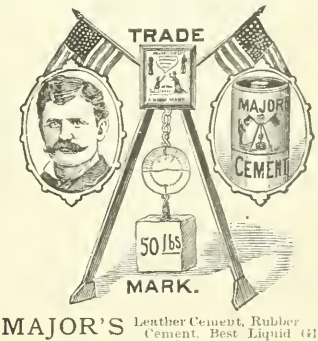
1000 by 100 Cents. 500 one bottle, $4.25 / 1000 one bottle $8.00 / Buyer's Address
1 gross in glass, 50 in each $12.00
1 gross in glass, 40 in each $ 8.50
1 gross in glass, 30 in each $ 7.00

FORMULA.

Aloin, 1-10 gr., Jalapin, 1-10 gr., Podophylin, 1-10 gr.; Ext. Hyoscyamus, 1-20 gr.; Ext. Nux Vom., 1-20 gr.; Oleo-Res. Capsici, 1-25 gr.

MAJOR'S CEMENT.

Established 1876



MAJOR'S Leather Cement, Rubber Cement, Best Liquid Glue.

Advertising matter sent by mail to dealers who handle my goods on application. I also furnish a handsome sign for inside and a stand for outside use. Also a Large Thermometer, 11 by 24 inches.

Send for Terms. A. MAJOR, Proprietor, 232 William St., New York City. KERRY, WATSON & CO., Wholesale Druggists, handle my goods at the American prices.

TRADE NOTES.

C. A. Kyle, Thorold, has assigned to Jas. Smith, Sheriff, Welland.

Dr. Burgar, of Welland, has purchased the drug business of R. Skinner, Niagara Falls.

Toronto is troubled with female fondness for drug store liquor and druggists' fines.

J. W. Sutherland, Hamilton, is opening a branch corner of James and Hess streets.

C. H. Newman, Harbord st., Toronto, is selling his business and going into real estate.

C. P. Pickering, Yonge street, Toronto, (R. A. Wood's old stand), has assigned to E R. C. Clarkson.

The name of the firm of R. N. Taylor & Co., Hamilton, has been changed to Blaicher & Riche.

W. Gaynor, formerly in business corner Church and Wellesley streets, has opened a real estate office on King st. near Yonge, Toronto.

James A. Allen, druggist, Spadina and Nassau streets, has assigned to J. H. Pearce, of Pearce & Co., the chief creditors, and a meeting has been called.

The Mellor & Rittenhouse Co., Philadelphia, drugs and chemicals manufacturers, have assigned with liabilities of $300,000, assets nearly as much.

The drug business of the late Geo. Rhynas, Goderich, will be continued by his widow, under the management of Mr. G. Cameron, late of Toronto.

Mr. C. N. Newman, corner of Brunswick ave. and Harbord street, Toronto, is compelled by failing health to offer a good stand and lucrative trade for sale.

Mr. A. W. Ball, late of Queen street West, Toronto, has opened up a handsome, new, and well appointed drug store in the thriving town of West Toronto Junction.

Mr. Lewis, the deservedly popular Registrar-Treasurer of the O. C. P., is doing good work in gathering in $10 registration fees from medical practitioners doing business under the Pharmacy Act.

Mr. G. A. McCann, who recently disposed of his lease of the corner of Yonge st. and College ave., Toronto, to the Bank of Commerce at a liberal figure, is having a handsome drug store fitted up in the same city, at the corner, on the bend of Dundas street.

C. McCallum, London, Ontario, has sold his wholesale business to Messrs. John Macdonald, Edward Morley and Charles Edwards, who will continue the business under the firm name of C. McCallum & Co.

Wm. McDonald, of Tilsonburg, who was recently burned out, has now one of the handsomest drug stores in the West, being finished in chestnut, butternut and cherry, with oil finish.

Mr. F. R. Curry, of Minden, Ont., has started a branch store at Kinmount, and admitted Mr. M. J. Johnson as partner, under style of Curry & Johnson.

Arthur Jakes & Co., St. Catharines, Ont., are fitting up a new and very handsome store to the east of their present location, and expect to occupy it this month.

The following office bearers of the Hamilton Druggists' Association were elected at the November meeting. President, P. C. Blaicher; Vice-President, A. Vincent; Secretary, H. S. Case.

The drug trade is apparently degenerating. In Hamilton, a druggist is giving to everyone, making a purchase, a ticket, and when their purchases amount to $2.00, they are given a chromo picture, or anything in the store of the value of 25c. What next?

Taking advantage of the quiet times preparatory to the holiday trade, many of the retailers are touching up their stores in modern fashion, amongst is D. Secord, of Ingersoll, who has put in a plate glass front and otherwise improved the appearance of his store.

For some time License Inspector Dexter has had two female informers working the drug stores in different parts of Toronto, about fifty cases of selling liquor in larger quantities than allowed by-law being secured. This morning Charles H. Cohen, W. H. Worden and W. E. Galley pleaded guilty before the Police Magistrate and were each fined $20 and costs or 30 days.

ELGIN AND MIDDLESEX DRUGGISTS.

The recently formed Druggists' Association for the counties of Elgin and Middlesex held a meeting at the City Hall yesterday for the purpose of taking further steps as to a constitution and other matters. Those present were: President W. O. Foster, St. Thomas; Vice-President Saunders, London; Secretary Lawrence, London; Messrs. Harriston and Old, St. Thomas; Callard, Barkwell and Strong. Mr. Dyas, of Strathroy, was elected second vice-president, and Mr. Lawrence had the duties of treasurer added to his former position. The Committee on Trade and Commerce reported progress. There are some forty-eight druggists in the two counties, and of these forty have already joined the association. The meeting adjourned after accepting the Hamilton constitution and by-laws as the basis of their rules, to meet on the first Tuesday in February at the Grand Central Hotel, St. Thomas.

"It needs no long experience to convince any one that men engaged in active business need all the information they can get to manage their concerns with success."—Freedley.

"Better is it that thou shouldst not vow than thou shouldst vow and not pay." [Ecclesiastes.

FLAX SEED

EMULSION

Is a superior combination of the Hypophosphites, with the fat producing, soothing and emollient properties of Flax Seed. It can be retained by the most delicate lady or child and is acknowledged by Physicians to be superior to Cod Liver Oil and the syrupy preparations of the Hypophosphites. It has attained a high reputation for efficiency in the treatment of Pulmonary Affections, Acute and Chronic Bronchitis, Phthisis, Nervous Prostration and wasting diseases. Especially adapted for weak and delicate persons. The New York Physicians endorse Flax Seed Emulsion.

FLAX SEED EMULSION CO.,

33-35 Liberty Street, New York,
and Brockville, Ont.

Business Chances.

DRUG BUSINESS FOR SALE

IN A

Live Town in Western Ontario,

DOING A GOOD PAYING BUSINESS.

STOCK ABOUT $2,000.

FRESH AND NEW.

☞ Good reasons for selling.

ADDRESS

P.O. Box 493, London, Ontario.

FOR SALE.

Apothecaries' Hall, Montreal.

THE STOCK AND FIXTURES,

With favorable lease of premises, of the Retail Drug business, established since 1837, and so favorably known as Apothecaries' Hall, next the Court House, Notre Dame Street, Montreal.

Possession Immediate.

ADDRESS—

R. J. DEVINS, Druggist,
APOTHECARIES' HALL,
MONTREAL.

T. MILBURN & CO

55 Colborne Street,

TORONTO, - - - ONTARIO.

SPECIALTIES:

Burdock Blood Bitters,
Burdock Healing Ointment,
Burdock L. and K. Plaster,
Burdock Pills,
Victoria Hypophosites,
Victoria Buchu and Uva Usir,
Hagyard's Pain Remedy,
Hagyard's Pectoral Balsam,
Hagyard's Cathartic Pills,
Hagyard's Yellow Oil,
Hagyard's Black Oil,
Hagyard's Condition Powders,
Dr. Wilson's Magnetic Ointment,
Hagyard's Cattle Spice,
Dr. Fowler's Extract Strawberry,
Dr. Boyer's Galvanic Fluid,
Dr. Fife's Worm Lozenges,
National Pills,
Egyptian Salve,
Dr. Abernethy's Worm Candy,
Freeman's Soothing Syrup,
Freeman's Worm Powders,
Freeman's New Domestic Dyes,
Dr. Low's Worm Syrup,
Dr. Low's Sulphur Soap,
Dr. Low's Pain Cure Oil,
Milburn's Beef, Iron and Wine,
Milburn's Quinine Wine, Roscoe's Hair Reviver.

Lawson & Jones

FOREST CITY LABEL WORKS

LONDON, - - - - - CANADA.

Established 1882.

We are the only firm in Canada devoting special attention to

Chemists' Printing

and with our present facilities we can successfully compete with any of the American or European Label houses.

We invite comparison of our work and prices with others. We also supply Estes' Turned Wood Boxes, Gill's Seamless Tin Boxes, Paper Pill and Powder Boxes, Cartons and special lines of Containers.

Write for Catalogue. Mention this paper.

LAWSON & JONES,
226 King Street, London, Canada.

W. A. GILL & Co. COLUMBUS, OHIO, U.S.A.

PLAIN, LACQUERED **BOXES** AND DECORATED

MAKE THE BEST SEAMLESS TIN

• IN • THE • MARKET •

For sale at Manufacturers' Prices by the leading wholesale druggists and druggists' sundrymen throughout Canada.

THE WINGATE CHEMICAL CO.,

B. E. McGALE, Manager.

Cor. Notre Dame and Maple ave., Montreal.

PROPRIETORS OF

Smith's Green Mountain Renovator
Stanton's Pain Relief
Wingate's Pulmonic Troches
Wingate's Dyspepsia Tablets, Lozenges
Wingate's Cavalry Condition Powders
Wingate's Medicated Glycerine
McGale's Sprucine
Dr. Coderre's Infant's Syrup
Gregory's Toothache Cure
McGale's Butternut Pills

Canada Truss Factory
Established 1856.

F. CROSS,

712 Craig St., MONTREAL,

Before using. Manufacturer of all kinds of Trusses, Instruments for physical Deformities, Artificial Limbs, Gross Improved Chest Expanders and Shoulder Brace. After using.

The Deaf made to Hear.

☞ Elastic Stockings, etc., on hand, and made to order.

HOW TO MAKE

RUBBER STAMP INK.

The Best is always the Cheapest.

Send 25c. in postage stamps for manufacturer's formula for Rubber Stamp Ink, any color. Brilliant in color, and guaranteed to give satisfaction. Every druggist should have this recipe.

G. M. HALDANE,

Rubber Stamp Manufacturer,

STRATHROY, - ONT.

MORSE'S FINE FRENCH MILLED TOILET SOAPS. Confined solely to the drug trade.

Corinne, Bouquet, Casmere Bouquet, Cold Cream and Honey, Infants Delight, 33 per cent. Glycerine.

The English Franco-American Perfumes are the finest, most delicate and lasting odours offered to the trade. We make a specialty of the following in bulk: White Rose, Jockey Club, White Heliotrope, Ess. Bouquet, Winona Bouquet, Olive Blossom, Stephanotis, Spring Lilac, Wood Violet, Lily of the Valley, White Clover and Musk.

Corinne Bouquet, 1 oz., Sprinkle Top, at $1.25 per bottle, gives more satisfaction than any perfume in the world. JOHN TAYLOR & CO., Agents for the Dominion. Address 77 Front St. East, Toronto.

R. BRAYLEY.

Wrapping Papers,
Paper Bags,
TWINES,

Tags, Commercial Stationery, Blank Books, Sea Island Twine, Bourdoir Paper Comb Bags, Tooth Brush Bags, Seidlitz Powder Boxes, White D.D. Paper, D. Blue Paper, etc., etc. Printing at lowest prices.

14 Froot St. West, - Toronto.

The best signs in the world. These letters do not drop off
Catalogue and Price List on application to

NORMAN W. McLAREN, 57 College St., Montreal,
Toronto Agency—364 Wellington St. W.

C. C. BRIGGS & SONS

25 King St. West,

Hamilton, - Ont.

SPECIALTIES:

Briggs' Black Oil
Briggs' Life Pills
Briggs' Electric Oil
Briggs' Magic Relief
Briggs' Botanic Bitters
Hope's Magnetic Ointment
Hope's Anodyne Toothache Drops
Prof. Kennedy's Combination Pills
Wistar's Pulmonic Syrup
Lamont's Baby Cordial
Sittzer's Worm Candy
Sittzer's Worm Syrup
Leistershire Tick and Vermin Destroyer
Kennedy's Founder and Hoof Ointment
Golden Eye Salve
Star Cement
Wade's Condition Powders
Clarke's Female Pills
Peleg White's Sticking Salve
Temple's Harness Dressing Oil
Oriental Confections
Shoo-Fly Fly Poison

J. M. FORTIER,

MANUFACTURER OF

High Grade Cigars

143 to 153 St. Maurice St.,

MONTREAL.

"How's your stock?"

The season during which Cold in the Head and Catarrh are most prevalent is now upon us, and every druggist in the land should have upon his shelves a liberal supply of NASAL BALM, and should, on no account, during the Fall, Winter and Spring months, allow himself to be without it.

NASAL BALM

Is the only certain and speedy cure for Cold in the Head and Catarrh in all its stages ever placed before the public. This may seem a strong assertion, but it is backed by hundreds of testimonials in our possession, and is further proved by the rapidly increasing sale with which it is meeting in all parts of the Dominion.

NASAL BALM is one of the best advertised preparations in the market, and is this season being more largely advertised than ever before. Its merits are now being placed before the public through the medium of nearly FOUR HUNDRED NEWSPAPERS. Circulars, dodgers, pamphlets and advertising novelties are being constantly scattered broadcast over the country, and these must inevitably create a greater demand this season for Nasal Balm than ever before. Under the circumstances the proprietors feel warranted in asking, How is your Stock? Have you a supply on hand to meet this demand? If not, place an order with your wholesale dealer at once.

CAUTION—The trade is cautioned to beware of parties offering remedies in imitation of NASAL BALM, or offering containers for putting up such imitations. Our design, name and trademark are registered, and we are determined to protect our rights in the future, as in the past, and will rigorously prosecute all parties trading in such imitations or infringements. NASAL BALM can be had of all wholesale dealers, and you will find it to your interest to order your supply at once.

Fulford & Co., - Brockville, Ont.

FREDERICK STEARNS & Co

Established 1855—34 years.

Windsor, Ont., Detroit, Mich.
San Francisco, New York City.

MANUFACTURING PHARMACISTS,

Detroit, Mich., U.S.

We offer to the Trade full lines of the following standard Pharmaceutical Products of our own manufacture, as well as many specialties not easily classified under any of the general heads, but which are fully described in our Price Lists and Catalogues, any of which will be mailed postpaid on application.

Fluid Extracts (assayed).
Solid Extracts (assayed), soft and powdered.
Pills and Granules—Sugar, Gelatine and Pearl Coated. Tinted Granules.
Positive Medicaments—Alkametric (Dosimetric) Granules.
Elixirs—Wines, Tinctures (assayed), Solutions, Ointments, Cerates.
Capsules—Soft Elastic Filled, Hard Filled and Empty. Oleates.
Powdered Drugs—(Assayed and Guaranteed).
Syrups—Medicinal and Medicated.
Concentrations (Resinoids), Oleoresins.
Concentrated Liquors—For extemporaneous use.
Digestive Ferments—Pepsin Pure, Scale, Saccharated, Lactinated, Pancreatin, Pure and Sacch.
Lozenges—Hand-made and Compressed. Menthol Pencils and Inhalers.
Compressed Tablets and Pills—Hypodermic Tablets.
Effervescent Granular Preparations—Suppositories, Glyceroles.
Saxoline—Plain, Perfumed, Medicated, its preparations and combinations.
Cascara Sagrada—In form of Fluid and Solid Extracts, Cordial, Pills, Granules, Capsules, etc.
Plasters—In Roll, Porous, Court and Surgeons'.
Soda-Water Requisites—Fruit Juices, Soluble Essences, Flavoring Extracts, etc.
Perfumes—Handkerchief Extracts, Toilet Waters, Sachet Powders, etc.
National Formulary Preparations—Elixirs, Wines and syrups.

NON-SECRET MEDICINES

Were *originated* by us 14 years ago, and are simply ready-made prescriptions for household use, pharmaceutically prepared without secrecy or fraud. They entirely replace patent or quack medicines, with profit to the retailer and satisfaction to the consumer. They are sold in every country and colony on the face of the globe. Our ILLUSTRATED CATALOGUE No 90 treats fully on plan, prices and terms. Free on application.

In the preparation and putting up of a private formula in pill, powder, liquid or any other form, we can do it better, cheaper and more elegantly than the retail dealer can possibly himself. Send for quotations.

SPECIALTIES.

STEARN'S FINE PERFUMES—Amorita, "4" Roses, May Blossom, Nadjy, Euxenia and other *special* odors. Finest goods made anywhere. Each 8 pints in elegant cherry show case, with rich silk curtain. Bottles have cut glass stoppers, labels etched on glass. The favorite perfumes of America. Novel, elegant advertising means supplied.

"BROTIPYRINE"—The great headache remedy, a positive cure. In effervescing granular form, containing Antipyrin, Caffeine and Bromides.

AROMATIC TOOTH SOAP—The best dentifrice made. In colored lithographed hinged-top boxes.

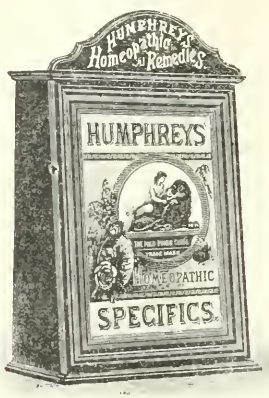
"THE IDEAL INHALER"—(Menthorized Air). For catarrh, cold in the head.

"TONIC HYPOPHOSPHITES"—Replaces trade-marked and proprietary syrups at half the price.

CASCARA CONSTIPATION CURE—The "Ideal" Liquid Laxative. Tasteless but efficient.

Correspondence Solicited.

BUSINESS CHANCES.



The Krehbiel Co., of Kalamazoo, Mich., advertise to the Canadian trade in this issue. Their prices are low and goods first-class. Send for sample order or order through your jobber.

Harry Lewis' Dog Soap advertised this month is sure to have a good sale, being neatly put up in good sized packages, and a reliable article. Write the Amherst Manufacturing Co., Montreal, for price lists and sample.

The accompanying cut shews the style of cabinet presented by the Humphrey's Homeo Medicine Co. with every $50 order for their specifics and samples. They also give a large quantity of advertising matter and signs. These are staple goods and should be in every drug store. When writing, mention the CANADIAN DRUGGIST.

Extractum Hepaticum Moorhua, extract of Cod Liver Oil. This new discovery in Pharmacy has just been placed on the market by the Atlantic Manufacturing Co., of Halifax, N.S. The preparation has somewhat the appearance and taste of extract of beef. The manufacturers have a number of flattering testimonials from leading physicians and chemists throughout the country. Our chemist gives his opinion of it in the following words: "Cod Liver Oil with its vices eradicated, its virtues magnified, and its integrity established. It is not only Cod Liver Oil chemically perfected, but the perfection is ipso facto a regenerative." A preparation such as this is said to be should enjoy a large sale, as so many object to taking Cod Liver Oil. Smith & McGlashan Co., of Toronto, are the general agents for Ontario.

HOW CAPSULES ARE MADE.

Late in the year 1887, Dr. John Krehbiel removed to the city of Kalamazoo, Michigan, from his former home at Ann Arbor, and at once proceeded to erect a factory and plant for operating his inventions and improvements in the manufacture of gelatin capsules. In August of the following year the business was organized as a stock company under the name of the Krehbiel Capsule Company which bids fair to revolutionize the capsule trade of the country.

Seven different sizes of capsules are made from the purest gelatin, which is imported from France. The filled capsules are also manufactured. The old processes, compared with the new device, are exceedingly crude and slow, for in the old way the iron plates bearing the pins upon which the capsule is formed were dipped, cut and removed by hand.

The new process revolutionizes all this. Four iron plates, each bearing from 200 to 250 pins are dipped automatically into the gelatin, and sent rolling down a track to the cutter which automatically cuts off the waste.

Without the help of a hand these plates roll into an elevator and are hoisted to another track, which rolls them back to the place they started from after being cleaned. Here they are oiled and pulled off the pins by machinery and dropped into the bins. The whole process requires but a short time, the greater part of which is consumed in the drying, which depends largely upon the atmosphere.

The machine does the work of about 175 people! Think of it. One machine, which, barring the tracks, occupies a space of less than 10x8 feet and six or seven in height, doing the work of one hundred and seventy-five people.

Although the factory has been running but a short time, its present capacity is over 200,000 capsules per day. This immense number is soon disposed of, as the market is the whole world. The United States takes the greater proportion of the product. This factory is said to be capable of supplying over half the demand of the country. The machinery is in constant operation from 12 o'clock Monday morning until 12 o'clock the following Saturday night. The forces change at midnight and at noon.

The increasing orders demand that the capacity should be doubled, and in a few weeks twice the amount of capsules will be turned out. Over 800 plates, each having a capacity of 200 to 250 capsules at each use, will then be in operation. The capacity will then be 400,000 capsules per day, which increase will warrant the employment of twenty-five additional girls for the joining room.—Druggists' Circular.

TO THE DRUG TRADE

We will be glad to give quotations for Compressing Special Formulæ of Lozenges, Triturates, Hypodermics, and Pills in quantities; and also for Sugar Coating and for Special Formulæ Elixirs, Syrups, Fluid Extracts, etc. Price Lists and other printed matter and samples will be sent by mail on application.

DAVIS & LAWRENCE CO., Limited,

MONTREAL,

General Agents for the Dominion of Canada for

WYETH'S SPECIALTIES.

FORMULÆ.

HEMORRHOIDAL CERATE.

Take of

Pulv. Opii	30 grains
Acidi Tannici	40 "
Glycerini	2 drachms
Tinct. Benz. Comp	30 minims
Cerati	1 ounce

Mix.—Pacific Drug Review.

GLYCERINE CREAM.

Take of

Amygdal. Dulc	4 ounces
Cetacei	1 "
Glycerni	2 drachms
Ol. Amygdal. Amar	20 minims
Sodii Boratis	2 drachms
Ceræ Albæ	½ ounce

Mix with gentle heat in the usual manner.

CAMPHOR ICE.

Take of

Cetacei	3 ounces
Ceraalbæ	4 "
Olei Amygdalæ dulc.	8 "
Camphoræ pulv	3 "

Mix with gentle heat, and when camphor is dissolved pour into moulds.

CHILBLAIN CREAM.

Take of

Balsam Tolutani	1 drachm
Spir. Rectificati	3 fl ounces
Acidi Hydro-chlorici	
Tinct. Benzoni Comp aa	1 "

Mix and make solution. Apply on linen.—Pacific Drug Review.

POT POURRI.

Yellow sandalwood	3 ozs.
Gum benzoin.	½ oz.
Orris root	3 ozs.
Cloves	½ oz.
Mace	½ oz.
Tonquin beans.	½ oz.
Musk	10 grs.
Oil of rose	10 drops
Oil of lavender	15 drops
Oil of bergamot	½ fl. drm.
Oil of lemon	½ fl. drm.

A SYRUP FOR CONSUMPTIVES.—Schoeppe proposes the following formula for a combination of calcium superphosphate with Peruvian balsam and creasote, which has been found very useful in the treatment of consumptives :

Calcium phosphates	60 grains.
Distilled water	2 drachms.
Hydrochloric acid	75 to 95 minims.

Mix the phosphate with the water, and add sufficient acid to dissolve it. Then in the proper manner—

Peruvian balsam	30 minims.
Gum Arabic	30 grains.
Creasote	15 minims.
Syrup, to 3 ozs.	

The maximum dose of this syrup is a tablespoonful three times a day, but it is advisable to begin patients on less—say a teaspoonful.—Druggist Bulletin.

LAVENDER WATER.

Rad. iridis	3iss
Caryoph. aromat	3j.
Mosch	gr. iij.
Fabæ Tonquin	3ss.
Ol. lavand. ang.	3ij.
Ol. bergamot	3ij.
Ess. vanillæ	3ij.
Ess. ambergris	3iv.
Otto rose	mxij.
Ess. millefleur	3ij.
S. V. R.	3xxx.

Misce.

BOOKS, PAMPHLETS, ETC., RECEIVED.

P. Blakiston, Son & Co., Philadelphia, in their October catalogue announce several new works, amongst which are Hygiene and Public Health, by Louis C. Parkes, M.D., D.P.H., London Univ., illustrated, 12 mo., 460 pages ; also a handbook of Materia Medica, Pharmacy and Therapeutics, by S. O. Lewis Potter, M.A., M.D., revised and improved.

Lynch & Co., Aldersgate street, London, Eng., have issued a very complete price list of druggists' sundries, etc., together with an illustrated catalogue, handsomely bound in leather.

Martin's Druggist's Directory of the Druggists of the United States and Canada has reached its sixth annual issue, and is an improvement over any of the preceding volumes, both in completeness and arrangement. The publisher claims that it contains a complete list of all the retail and wholesale druggists, and also a directory of branches in connection with the trade. The work is published by E. A. Jones, 79 Milk street, Boston.

MARKET REPORT.

Business has been fair considering the very bad weather. Changes in prices have all been on the upward side. We quote, advanced : Tartaric Acid, Balsam Copiaba, Balsam Tolu, Camphor, Cream Tartar, Gum Shellac, Castor Oil, Potass. Chlor., Quinine, Rad. Ipecac.

Tartaric Acid has advanced, and a material rise is predicted.

Cream Tartar dearer owing to rise in price of Tartars : 10 per cent. would cover advance so far.

Camphor, as we predicted, continues to advance.

Sennas higher, but samples are poor.

Gum Arabic, slightly higher

Gum Shellac, firm, with upward tendency.

Oil Meuth Pip. Japan, has advanced owing to floods in Japan.

Oil, Castor, is still higher, as stocks grow smaller.

Opium continues firm. The severe drought in Turkey continues, and no sowings so far have been effected, and should this continue prices will advance.

Potass, Iodide, firm at advance.

Quinine very firm, and tends upward. The demand is large.

Oil Almonds, Oil Cloves, lower.

Amongst our condensed advertisement in this issue, will be found two excellent businesses for sale. Mr. R. J. Devins, of Apothecaries' Hall, Montreal, offers his business, established in 1837, which presents an excellent opportunity for an enterprising man, and also a business in a live western town in Ontario, with a stock of about $2,000, is an excellent chance for a young man with limited capital.

READ TRADE PAPERS.

A few reasons why the retailers should read, at least, one trade journal :

1—It elevates his conception of the work in which he is engaged.

2—It brings him into mental contact with others engaged in the same work where personal contact is impossible.

3—It contains words of sympathy and encouragement for him in grappling with difficulties as they appear from day to-day.

4—It inspires him with renewed pluck and energy, by showing how others are overcoming obstacles.

5—It often more than pays its cost by the information contained in a single paragraph.

6—It is an infallible preventative of mental stagnation and dry rot.

7—It contains, in condensed form, items of interest frequently lost sight of altogether in the daily press.

8—It shows him that there are some retailers not too busy to read a trade journal.

9—It is constantly striving to simplify the work and educate the workman.

10—It reflects in a large measure the mental calibre of the class to which it caters, and for obvious reasons should therefore be supported.

Kippen, Dec. 3, 1889. D. W.

SEASONABLE TESTIMONY.

We cheerfully give the following seasonable testimony, in view of the fact that it is in harmony with what is appearing in every part of the country respecting Humphrey's wonderful Specifics. The New York Sportsman writes :—"The barking of a pack of hounds may be music, but the barking of the human family is certainly discord, therefore we advise all to stop a troublesome cough with Humphrey's Specific No. Seven.' The Cresco, Ia., Plaindealer, says :—Humphrey's Specific No. Seven possesses true merit ; nothing that we have ever tried in our family equals it for coughs and colds. The Shasta, Cal., Courier, adds :—"The worst treatment for a heavy cold is letting it alone ; and the next worse is dosing with drugs or crude mixtures." The great want then is, a particular Specific to allay fever, arrest congestion and inflammation and prevent extension of disease to the lungs. For this purpose Humphrey's Specifics, One and Seven are sovereign ; curing mildly, promptly, and effectually, therefore we never hesitate to recommend them to our friends and many readers.

Police Magistrate Ogara, Ottawa, convicted Dr. Savard of vending drugs without a license from the Pharmaceutical Council of this province. He was fined $20 and costs. Savard is registered in Quebec, but that is not recognized in this province.

OUR FANCY GOODS MAN IN NEW YORK.

The fall trade is in better condition in Canada than across the border. There, we are informed, importers have been buying such enormous quantities, in order to obtain special concessions, that at the end of each of the last two seasons they have had to sell their goods considerably under cost in order to get rid of them. They have found this a necessity, as the craving for new goods is so strong in the United States, that buyers absolutely refuse to look at old styles, except at a great sacrifice.

The large dry goods stores have almost monopolised the fancy goods trade in New York, and all the larger American cities. "Out of all our accounts," said a large Broadway fancy dealer, the other day, "we have not two dozen really first class fancy goods stores, pure and simple, on our books, and we cover every state in the Union." Of all trades the fancy goods is the last that should be worked on small profits, for in addition to the annual depreciation in value, which follows the Christmas season, through the loss by incorrect ganging of public taste, and through breaking and selling of samples, the salaries paid to really first-class buyers and superintendents, is of necessity large, besides which the space taken up in a store by fancy articles, in proportion to their intrinsic value, is very great. Nor must advertising be forgotten, for while a dry goods merchant or druggist is known to keep at least three quarters of his stock, a fancy goods stock is changing so frequently, that unless advertised, people do not know even of the existence of the majority of the new things. For dry goods men to snatch a trade from the hands of their fellow citizens, simply for the sake of advertising their own goods, is to say the least, grossly selfish. At the margins on which they sell, we are satisfied that their profits, if any, are so small that they could not be recognised as sets off for time and mental energy which might be expended to so much better advantage in their legitimate channels.

Cut glass and fancy china "pungents" for smelling salts are becoming very popular and are to seen in all the druggists" and jeweller's windows. They are m de both with and without silver stoppers. Some of the designs are exceedingly fanciful. Perhaps one of the most useful kinds is shaped, like a long thin cone pointed at one end, so that it can be held into the bosom of the dress between the buttons.

Low grade art is finding an enormous sale in The Great Republic Pictures, or rather daubs, representing scenes of every description. Frequently copies of great subjects are framed in apparently gorgeous frames and sold, principally through the medium of the auction room, for sums which one would hardly expect would pay for the unwrought materials. These pictures find their way principally to the houses of the artisan, who, in this country of social equalities, is not merely content with a piano but must have everything in keeping, even to the decorated walls.

One of the latest novelties is a chamois purse with nickel frame, to hold a watch and protect it from the dust and dirt of the pocket. For open face watches they are made with a round nickel rim to shew the hands, while for the hunting-case the watch has to be taken out of the purse whenever referred to. They are made in all sizes.

The French and German manufacturers are struggling hard for supremacy in leather goods, such as purses, pocket-books, card cases, etc. Every eason new samples are sent out in imitation of American styles, and generally at prices, that for the Canadian market at least, are far below what the same goods can be made for. A calf wallet and a one-piece purse are the latest attempts in this direction, the success, especially in the latter, being remarkable. In card cases, where fancy styles have more scope, the foreigners are especially successful, though their goods are probably not so serviceable as the New World line.

These are the days of imitation, and the German nation leads the van in the unholy work. The world-famed Doulton & Royal Worcester Chinas are now being copied, both in design of outline and of decoration, so perfectly that experts themselves are not infrequeutly caught lifting a handsome vase to see the trade mark. It is needless to say that the prices are about half these asked for the genuine goods.

Fancy tables, especially, with onyx tops, are becoming very popular. In these, if utility and not mere appearance is desired, we would strongly advise American goods, for the imported lines are made up more for sale than use.

Music boxes are selling largely, though the same man probably never makes more than one purchase. The weak points in most boxes are the pinion wheels, whose cogs are made of soft brass and then never properly tunished to fit into one another, the natural consequence being the cutting of the brass, which allows the spring to display its full force, ruining the teeth in half a second.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Com'erce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelaga.	Banq. de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor.

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia

SELECTIONS.

PEPSIN OINTMENT.—For the treatment of bad looking ulcers and contracted cicatrices, the following ointment is recommended (Allg. Med. Zeit.): Pepsin, 3 parts; lanolin, 15 parts.

Antipyrine should not be prescribed with extract cinchona or with chloral hydrate. With the former it produces an insoluble precipitate, with the latter an oily mixture which separates.—[Rdschau.

SALOL PILLS.—Take 1 part of yellow wax to each 3 parts of salol and rub together until the mixture assumes the consisteney of a balsam; then add calcined magnesia and powdered licorice root sufficient to form a pill mass.

SALOL is eulogised by Dr. Gratzer, who obtained such good results with it that he has entirely discarded iodoform for it for dusting the surfaces of ulcers of all kinds and diseases of the skin. He used a powder consisting of 1 drachm of salol and 1 oz. of powdered starch. He says that it is an excellent antiseptic.

INCOMPATIBILITY OF ANTIPYRIN WITH CHLORAL HYDRATE.—M. Blainville, a druggist of Paris, having occasion to mix four grams of antipyrin and five grams chloral hydrate in fifteen grams of water, noticed that the liquid became milky in appearance; then became clear and deposited an oily liquid. Filtered, this liquid possesses neither the taste of antipyrin nor chloral; the odour resembles somewhat coriander seed—La France Medicale.

AN OINTMENT WRINKLE.—Under this caption John E. Ryder communicates the following to the Chemist and Druggist: I find that aqueous liquids, such as liq. plumbi, can be can be incorporated with adeps, ungts, etc, in a marvellously short time, as compared with the ordinary method of using the flat of the spatula, by simply adding the liquid to the adepts, etc., on a slab, and scoring it with the edge of the spatula. It is taken up almost immediately in that way, and saves a lot of time, and also prevents the liquid spurting about. I would advise dispensers to try it, and see what a lot of time and a little wrinkle of that kind saves.—National Druggist.

AN AGED PHARMACY.—The "Apotheke Zum Mohren," the Pharmacy of the Moors, in the City of Nuremberg, Germany, has the distinguished honor this year of celebrating the 400th anniversary of its existence, having been established in the year 1489. In perusing the pamphlet which the present proprietors have issued as a review of the past 400 years (in a very condensed way), many points may be observed going to show that history repeats itself, and we are often reminded of features that occur to-day in the so-called drug trade. It may not be known

to many of our readers that the pharmacies on the continent of Europe, and especially in Germany, bear such names as "The Lion Apotheke," "The Eagle Apotheke," "The Moor Apotheke," and similar designations.

New and Valuable.—Another article formerly considered worthless has been added to the useful products, and is known as Miner India-rubber asphalt. It is produced during the process of refining tar by sulphuric acid, and forms a black material very much like ordinary asphalt, and elastic like India-rubber. When heated so that the slimy matter is reduced to about 60 per cent. of its former size, a substance is produced hard like ebony. It can be dissolved in naphtha, and is an excellent non-conductor of electricity, and, therefore, valuable for covering telegraph wires and other purposes where a non-conducting substance is needed. Dissolved, the mineral India-rubber produces a good water-proof varnish. The manufacture of the material is very profitable, and pays the inventor 400 or 500 per cent.

Preservation of Syrups, etc., During Summer.—According to the Pharmaceutische Zeitung, syrups, fruit juices, purified honey, and the like, are best preserved during hot weather by putting them into small bottles which, after being completely filled, are stoppered with cotton-wool, and then sterilized for some time over a water-bath. The cotton-wool prevents the subsequent entrance of bacteria, and thus acts as an excellent preservative. This method, of course, is unsuitable in the case of articles destined to transportation. In sterilizing these, vessels of soldered tin should be employed, and the heat brought up to 110 degrees to 120 degrees C., by which all germs are certain to be destroyed. The color and taste of preparations are unaltered by this process; but fruit syrups, which contain an acid, must not be put up in tin.—[Circular, Sept. '89.

Arsenic in Glycerine.—The statement made some time since that in Germany glycerine is met with containing arsenic has been confirmed, according to the Pharm. Jour. and Trans., and in addition it has been alleged that under the present conditions of manufacture in that country, all glycerine will contain more or less arsenic, derived from the sulphuric acid used in its production. The necessity for the insertion in the German Pharmacopœia of a test for arsenic in glycerine is, therefore, obvious, and one has been suggested by Dr. Vulpius (Apot.-Zeit., April 10, p. 390). It requires that paper moistened with 50 per cent. solution of silver nitrate, when exposed to the hydrogen gas evolved upon adding zinc to a mixture 2 cc. of glycerine with 3 cc. of official hydrochloric acid, should not within fifteen minutes show any yellow spots becoming black upon being moistened with water.

The Value of Trade Journals to Exporters.—Mr. John Worthington, U.S. Consul at Malta, in his last communication to the authorities at Washington, testifies as follows to the value of trade journals that find their way into Malta business: "The trade journals that find their way into Malta do very much in attracting the attention of the people to our goods. A Maltese will frequently buy an article on the strength of an illustration. I have sometimes thought it would be money well invested if the advertisers in the trade would combine to send out, and cause to be intelligently distributed, a goodly number of these trade journals. An illustrated advertisement is eagerly read. After this consulate has finished with the trade journals that are sent to it they are sent to Maltese casinos and clubs, where they are in great demand. I place them where I think they will do the most good."

WORKING HOURS IN PHARMACIES IN THE SOUTH OF FRANCE.

BY AN ENGLISH CHEMIST.

Having passed two or three weeks in the South of France, I thought it might be of interest to some of your readers to know the working regulations of pharmacies in that part of the world. At Cannes, the first town I commenced my inquiries, I found the purely French pharmacies opened in summer between six and seven, in winter later; the mixed English and French pharmacies opened about seven o'clock. The assistants were expected to be at their posts, or, rather, behind the counters, between eight and nine; the usual time for closing all was ten at night, truly, according to English ideas of working, "long hours." In Nice I found much the same hours adopted by the mixed pharmacies, and the French ones in the more fashionable parts of the town; but in some of the poorer neighborhoods, especially near the market, I heard of pharmacies that opened at five o'clock in the summer, and six o'clock in the winter, and did not close till ten o'clock at night. In Mentone I also found the hours were longer than English ones; assistants were on duty from eight or half-past eight till ten. The assistants have some liberties not accorded to their English friends at home; for instance, dinner hours in many cases of one and a-half hours; after a certain time of the night, a back room where they can enjoy a cigar and invite a friend, and still be on duty; and frequent nights off from seven or eight.

During my journey I met that well-known English pharmacist, Mr. Squire, of San Remo, Italy, and amongst other questions, I asked his opinion on the probability of the "stores" in England being prohibited from dispensing prescriptions, etc. He replied that he did not how any stores could be stopped as long as the executive employed a qualified man. Until branch shops were closed his view was that no pharmacien ought to have more than one pharmacy, and that his name as owner ought to appear. He explained that he did not mean that a pharmacy with a distinguished, or well known name, was to change that name, only that the existing proprietor should attach his name as well. That was, as far as his personal experience was concerned, the practice in several continental countries. He had known the pharmacies continue with the same sign (as a public house might), in Germany he had seen pharmacies with such names as the "White Hart," "Black Eagle," etc., for generations; but each succeeding owner always used his name as well, and the same owner was not allowed, on any excuse what ever, to have his name on more than one pharmacy, and every pharmacy must have its owner. In case of firms, however, consisting of two or more qualified pharmaciens, the firm may open as many pharmacies as there are qualified members of the firm. For instance, Messrs. Nicholls and Passeron (both qualified men) have a pharmacy in Nice and another in St. Martin Lantosque.

HINTS ON SOLUTIONS.

The frequency in which in prescription dispensing in the laboratory and the drug store there is a necessity for making solutions, and the observation of the writer as to the clumsy and unscientific way in which it is often done, leads him to venture a few remarks on the subject. Solution indicates that a solid body is to be dissolved in some fluid, though liquids and gases may also be dissolved, but our remarks at present are meant to imply only the solution of solids.

Let us take a few instances: A prescription calls for quinine sulphate or some other chemical to be made into a solution. How often the writer has seen it placed in a graduated measure with a portion of the liquid, and stirred with a glass rod. That is well enough in its way, but the objection is only to the use of the graduated measure and the glass stirring-rod, especially if the latter scrapes the side of the graduate. If so, in time it becomes scratched and looks badly. I can always tell by the appearance of the graduates in a drug store if they use this method of solution.

My habit has been to avoid the use of a mortar or a graduate in making solutions. Where it is a substance that is very soluble it may be put at once in the bottle and (I always use) distilled water added, the solution being hastened by shaking.

If the substance is slowly soluble, put the material in a flask with a portion of the solvent, heat gently to make a solution, add the remainder and bring to normal temperature before dispensing. If the quantity of solid is more than is soluble in the amount of liquid ordered, two ways are open to the pharmacist—to dispense with the excess in a fine powder and a shake label, or to send out a filtered saturated solution. If the prescription orders but little more of the solid than

is soluble, the latter method is legitimate and preferable, but if the quantity is quite in excess, then it should be treated rather as a mixture and the material rubbed to a very fine powder, which is dispensed in the bottle as a sediment, but should have a "shake" label on it. If the prescription simply directs, "ft. mist." dispense it with undissolved portion; if, however, it calls for "ft. solutio" I should send out only the filtered liquid.

But the suggestion I would urge on my brother pharmacists is to send out bright, clear fluids when solutions are called for, free from all sediment or flocculent matter, and this can be readily attained by judicious use of heat and filter paper. Avoid the use of the mortar in making solutions when possible. Always have plenty of distilled and filtered water on hand for use—unfiltered water should always be avoided, and water which may have the least suspicion of taint is never fit for any use in pharmacy. Have some chemical flasks at hand, ready for use in making solutions, funnels and filter paper, and never be afraid to use them, so that your solutions are tempting by their clearness, rather than repulsive, as many I have seen, because of the flocculent and sedimentary matter that ought not to have been present. —Peters, in Pharm. Record.

TEMPERING COPPER.

POSSIBLE REDISCOVERY OF ONE OF THE LOST ARTS.

I have recently learned a fact that may, if generally known, lead to the tempering of copper. A man at work on the telegraph wires here had hold of a copper wire with nippers on one line trying to make a short circuit when the handle of his nippers touched the other copper wire, and instantly a piece of his nippers was melted off and a piece of copper had formed on the point of the nippers, and on trying to file off this copper he found it was tempered to such a hardness that the file would not cut it. My brother, S. C. Griffin, tried to file it to make sure that it was really tempered. The ancients knew how to temper copper, but no modern genius has been able to temper it. As copper is a finer metal than iron, if it could only be tempered it would make edge tools vastly superior to anything we now have, hence the importance of the discovery if once made practical.—[C. S. Griffin in Belfast Journal.

TINCTURE OF STROPHANTHUS.

As a result of experiments, I would suggest the following formula for the consideration of the Committee on Revision of the United States Pharmacopœia:—

Take of strophanthus seeds, ground to a No. 45 powder and dried at a temperature of 110° to 120° F., 1 troy ounce; benzin, alcohol, water—of each sufficient quantity to make 20 fluid ounces.

Pack the ground drug tightly in a cylindrical percolator and pour on benzin until the powder is saturated and the liquid begins to drop from the percolator; close the lower orifice and leaving a layer of 1 inch or more of the liquid above the powder, tightly cover the percolator and allow to macerate for 24 hours; then slowly percolate with the benzin until a few drops of the percolate evaporated from a watch-glass leave no oily residue. Then remove from the percolator, dry, and, if necessary, again reduce to powder, moisten with a small portion of a menstruum of 7 volumes of alcohol and 1 volume of water, repack tightly in the percolator and pour on menstruum, leaving 1 or 2 inches of supernatant liquid; cover the percolator and close the lower orifice and allow it to macerate for 48 hours; then percolate slowly, adding gradually menstruum of the above composition until 20 fluid ounces are obtained.

If it be thought desirable to maintain the present system of percentage strength for tinctures, the amount of finished product would be altered to 20 troy ounces.—[By George M. Beringer, Ph. G., in Am. Jour. Pharm.

ANTIPYRIN.

The use of antipyrin is contra-indicated:

1. In all cases of cardiac weakness.

2. In diphtherial affections in which there is evidence of myocarditic lesion.

3. After exhaustive hemorrhages.

4. During menstruation and dysmenorrhœa.

5. In catarrhal pneumonia generally, and lobar pneumonia when there is œdema of the lungs—heart failure.

6. In the latter stages of tuberculosis.

7. In all cases of great debility and exhaustion and in the latter stages of long-continued fevers.

It is believed that the foregoing contra-indications with regard to the administration of antipyrin and similar medicaments will receive the approval of physicians generally. —[Humphreys, in the Practitioner.

HITS ON THE PREPARATION OF IODIDE OF IRON.

1. Weigh 25 grams of iron (filings preferred). Do not throw in a scoopful because iron is cheap and the iodine will only dissolve to a certain amount anyway. A large excess is not only a useless waste, but a positive detriment.

2. Place the iron in a half gallon evaporating-dish and pour on 200 c. cm. of distilled water and stir until the iron is thoroughly wet.

3. Weigh 82 grams of iodine and put into the dish all at once and stir briskly with a glass rod. In two or three minutes the action will be complete.

4. Now add 200 c. cm. more of distilled water and heat the whole to boiling; filter hot into the bottle in which you intend to keep the finished preparation (a common quart bottle is suitable).

5. Clean and dry your evaporating-dish and pour into it the filtered solution of iodide of iron; add 600 grams of granulated sugar free from ultramarine blue and heat once more to the boiling point, having made up the weight to 1000 grams, and strain hot into the bottle in which it is to be kept.

Practically there is usually nothing to make up in weight, and the syrup thus made will keep a long time without any special precautions. Time required for the process, about 30 minutes.—[P. C. W. in Pharm. Record.

INDUSTRIAL USES OF HYDROGEN PEROXIDE.

Hydrogen peroxide is now employed for bleaching silk, feathers, hair, ivory, bones, bristles, etc., and will, doubtless, soon be used for bleaching wool, and, if it was cheaper, even cotton.

For bleaching delicate materials, such as wool, feathers, etc., it should not be too strong; a solution of 1 in 10 is strong enough, and a bleaching vat of this solution may be used for quite a long time if the strength be kept up by fresh additions of hydrogen peroxide. The purer the peroxide is, the better it will work, and care should be taken to avoid the presence of things which decompose it and, of course, render it useless, such as metals, even a nail, iron rust, etc. The strength of a solution is very easily estimated by titration with permanganate. As a general disinfectant, it is not convenient, but is suitable for distribution as spray in sick-rooms. —[C. F. Gohring, in Chem. Zeit. and J. S. Chem. Ind.

TO DISTINGUISH MORPHINE FROM QUININE.

Morphine sulphate may be readily distinguished from quinine sulphate by the following off-hand tests:

1st. Place a few grains of the substance on a porcelain dish, and add to it a few drops of nitric acid. Morphine develops a bright reddish coloration; quinine does not.

2nd. Morphine sulphate dissolves readily in a small quantity of water; quinine sulphate does not.

3rd. Solution ferric chloride produces a blue coloration with solution morphine, but not with solution quinine.—[Drug. Bull.

A JAPANESE ADVERTISEMENT.

Here is an advertisement taken from a Yokahoma, Japan, newspaper, which is printed in English:—

For Sale.
Best Peppermint Oil
Made From It's Really Leafs.
Can be curable for the sickness of Male,
Female, or Boy.

Dizzy.—Use to put or wipe few drops on the forehead, both sides under eyebrows, noseholes, and both sides the back of ears.

Fever.—Wipe on the forehead and noseholes.

Fit.—Wipe most to the noseholes, and drink few drops mixed with tea.

Giddy.—Wipe both sides of forehead, and noseholes

Gout or Goutswollen.—Wipe both sides of forehead, noseholes, and much to the breast.

Headache.—Wipe on the forehead, and noseholes.

Believe us,
CHOY THOONG SUNG,
Tai-pin Gate outside Brass Smith Road.

ARCHDALE WILSON & CO.

Wholesale Druggists, Manufacturing Chemists and Pharmacists.

OUR STOCK OF STAPLE DRUGS, CHEMICALS AND DRUG SUNDRIES

IS NOW LARGER AND MORE COMPLETE THAN EVER.

SPECIALTIES :

Sponges in great variety. C. N. & C. English Confectionery (Several Novelties on Hand.)

Whitaker & Grossmith's Old English Soaps and Perfumes.

Anglo-French Sachet Powders. Chamois Vests.

ARCHDALE WILSON & CO., - - HAMILTON.

CANADIAN DRUGGIST PRICES CURRENT.

CORRECTED TO DEC. 10, 1889.

The quotations given represent average prices for quantities usually purchased by Retail Dealers. Larger parcels may be obtained at lower figures, but quantities smaller than those named will command an advance.

Acid, Acetic	lb.	$ 12½	$ 15
Arsenic	"	26	27
Benzoic, English, (from benzoin,)	oz.	25	30
Boric	lb.	25	30
Carbolic, Crystals, super	"	1 35	2 15
Commercial	"	50	70
Citric	"	65	70
Gallic	"	1 45	1 80
Hydrocyanic	oz.	10	12½
Hydrobromic, dil	"	30	45
Lactic, concentrated	lb.	3 50	4 00
Muriatic	"	3½	6
chem. pure	"	20	22
Nitric	"	11	18
chem. pure	"	25	30
Oxalic	"	15	16
Phosphoric, glacial	"	1 55	1 90
dilute	"	17	25
Salicylic	"	2 00	2 50
Sulphuric	"	2½	5
chem. pure	"	19	22
Aromatic	"	50	60
Tannic	"	1 10	1 40
Tartaric, powdered	"	50	55
Alcohol, pure, 65 o. p. by bbl., net	gal.	3 28	
By gal	"	3 60	
Allspice	lb.	13	15
Powdered	"		20
Alum	"	1¾	3
Ammonia, liquor, 880	"	13	18
Aromatic Spirits	"	40	45
Bromide	"	75	80
Carbonate	"	12	15
Iodide	oz.	50	60
Muriate	lb.	12	14
Annatto	"	30	35
Antimony, black, powdered	"	13	15
and potas, tart	"	55	60
Arrowroot, Bermuda	"	45	50
Jamaica	"	14	32
Arsenic, Donovan's solution	"	30	33
Fowler's solution	"	12½	15
White	"	6½	8
Balsam, Canada	"	45	50
Copaiva	"	90	1 10
Peru	"	2 50	2 75
Tolu	"	65	70
Bark, Bayberry, powdered	lb.	$0 18	$0 20
Canella Alba	"	13	10
Cassia	"	18	22
Ground	"	25	30
Cinchona, red	"	50	2 40
Powdered	"	60	2 50
Calisaya, yellow	"	1 00	1 40
Pale	"	90	1 00
Rub	"	50	1 00
Elm, selected	"	16	18
Ground	"	18	20
Flour, packets	"	28	30
Orange Peel, bitter	"	16	70
Soap, Quillaya	"	14	18
Sassafras	"	12	15
Wild Cherry	"	10	12
Bean, Tonka	"	1 25	2 50
Vanilla	"	7 00	9 00
Berry, Cubeb	"	2 50	2 75
Powdered	"	2 60	2 80
Juniper	"	13	15
Bismuth, sub-carbonate	"	3 00	3 10
Sub-nitrate	"	2 50	2 60
Liquor	"	35	40
Borax	"	12	13
Powdered	"	13	15
Butter, Cacao	"	75	80
Camphor, English	"	55	58
American	"	50	55
Cantharides	"	2 00	2 25
Powdered	"	2 10	2 25
Capsicum	"	25	32
Powdered	"	30	40
Carbon, bisulphide	"	17	20
Chalk, French, powdered	"	6	10
Precipitated	"	10	12
Prepared	"	5	6
Chloroform, pure	"	1 10	1 20
D. & F	"	1 75	1 90
German	"	65	75
Chloral, hydrate	"	1 35	1 60
Cinchonine, muriate	oz.	15	20
Sulphate	"	20	25
Cinchonidia, sulphate	"	15	25
Cloves	lb.	35	40
Powdered	"	40	43
Cochineal, S. G.	"	40	45
Cocaine, mur	oz.	6 00	7 00
Collodion	lb.	75	90
Confection, senna	"	25	50
Copper, sulphate	"	8	9
Copperas	"	1½	2½
Cream Tartar, powdered	"	30	32
Creosote, wood	"	2 00	2 30
Cudbear	"	18	30
Cuttle-fish Bone	lb.	$0 30	$0 35
Dextrin	"	10	12
Epsom Salts	bbl.	1½	2
Ergot	lb.	90	1 00
Ether, acetic	"	75	80
Nitrous, spirits	"	50	55
Sulphuric, 720	"	35	75
Extract, Belladonna	"	1 75	3 25
Colocynth, Co.	"	1 25	1 75
Gentian	"	50	60
Hemlock, Ang	"	1 00	1 10
Henbane "	"	2 75	3 00
Jalap	"	2 50	3 00
Logwood, bulk	"	13	15
" packages	"	15	18
Mandrake	"	1 75	2 00
Nux Vomic	oz.	20	30
Opium	"	75	80
Rhubarb	lb.	4 00	5 00
Sarsa. Hond. Co	"	1 00	1 20
" Jam Co	"	3 00	3 35
Taraxacum, Ang	"	70	80
Flowers, arnica	"	22	25
Chamomile	"	35	40
Flowers, Lavender	"	7	12
Rose, red, French	"	2 40	2 60
Galls, powdered	"	25	30
Gelatine, Cox's 6d	doz.	1 20	1 25
French	lb.	45	60
Glycerine, 30° tin or	"	20	25
Price's	"	70	80
Green, Paris	"	20	22
Gum, Aloes, Barb	"	30	66
Aloes, Cape	"	20	25
Socot	"	45	80
Powdered	"	70	75
Arabic, select	"	1 00	1 10
" " powdered	"	1 10	1 20
Sorts	"	75	80
" powdered	"	85	90
Assafœtida	"	24	28
Benzoin	"	50	90
Catechu	"	14	16
Gamboge	"	1 20	1 30
Gnaiacum	"	60	90
Myrrh	"	48	85
Opium	"	4 25	4 50
Powdered	"	6 00	6 25
Scammony, powdered	"	6 25	7 00
Virg	"	12 50	14 00
Shellac, orange	"	35	40
Liver	"	30	35
Storax	"	55	65
Tragacanth, flake	"	75	1 00
Common	"	25	65

Herb, Boneset	lb.	$0 15	$0 20
Goldthread		60	75
Horehound		18	20
Lobelia		18	20
Honey		15	20
Hops		30	40
Ichthiol	oz.	45	50
Indigo, Madras	lb.	75	90
Insect Powder, pure		50	55
Iodine, commercial		5 00	5 50
Resublimed		5 50	6 00
Iron, carbonate, precipitated		15	20
Saccharated		35	40
Chloride, solution, B. P.		15	18
Citrate and Ammonium		75	80
and Quinine	oz.	20	40
and Strychnine	"	15	20
Dialyzed, solution	lb.	50	75
Iodide, syrup		40	45
Pyrophosphate		1 00	1 00
Sulphate, pure		7	8
Iodoform		6 00	7 00
Japonica		8	9
Lead, Acetate, white		13	15
Sub-Acetate, sol		10	12
Leaf, Belladonna		25	30
Buchu		18	20
Coca		75	90
Digitalis		25	30
Eucalyptus		25	35
Hyoscyamus		25	30
Jaborandi		50	60
Matico		75	80
Senna, Alexandria		25	30
Tinnevelly		15	25
India		15	17
Stramonium		25	30
Uva Ursi		15	17
Leptandrin	oz.	50	60
Lime, Chloride	lb.	3¼	4½
Packages		6	7
Hypophosphite		1 50	2 00
Phosphate		35	38
Sulphite		10	11
Liquorice, Solazzi		45	50
Pignatelli		35	38
Y. & S. Pellets		40	60
Other brands		14	35
Lye, concentrated	doz.	90	1 00
Madder, best Dutch	lb.	12½	14
Magnesia, Carb., I oz.		20	22
Carb., 4 oz		16	20
Calcined		55	65
Citrate, gran		40	75
Sulphate		1¼	3
Manganese, black oxide		4½	6
Manna		1 75	
Menthol		4 50	5 00
Mercury		90	95
Ammoniated		1 30	1 45
Bichlor		1 10	1 20
Biniodide		4 75	5 00
Bisulphate		1 15	1 25
Chloride		1 20	1 30
C. Chalk		55	60
Nitric Oxide		1 25	1 30
Oleate		1 25	1 30
Morphia, Acet	oz.	1 90	2 10
Muriat		1 90	2 10
Sulphat	"	2 00	2 25
Moss, Iceland	lb.	9	10
Irish		10½	12
Musk, Tonquin, rue	oz.	36 00	40 00
Canton	"	75	80
Nutmegs	lb.	1 00	1 05
Nux Vomica	"	8	10
Powdered	"	22	24
Oil, Almond, bitter	oz.	75	80
Sweet	lb.	50	60
Amber, rectified	"	65	70
Anise	"	3 00	3 20
Bergamot	"	3 75	4 00
Cajnput	"	1 25	1 50
Caraway	"	3 50	4 00
Cassia	"	1 75	2 00
Castor	"	12	15
Cedar	"	75	1 25
Citronella	lb.	$0 85	$0 90
Cloves	"	2 50	2 75
Cod-liver, N. F.	gal.	90	1 00
Norwegian		1 50	1 75
Cotton Seed		1 00	1 10
Croton	lb.	1 25	1 50
Cubeb		16 00	17 00
Geranium, India		3 00	3 20
Hemlock		75	80
Juniper		65	70
Lavender, English	oz.	1 75	1 90
French, pure	"	75	1 00
Lemon	lb.	1 90	2 20
Lemon Grass	"	1 50	1 60
Linseed, boiled	9 lb., gal.	75	80
Raw	"	70	75
Neatsfoot		90	1 00
Olive, common	"	1 30	1 40
Salad	"	2 00	2 75
Orange	lb.	3 00	3 25
Origanum		60	75
Pennyroyal		1 75	1 90
Peppermint, English		11 00	12 00
American		3 50	3 75
Rose, Kissanlik	oz.	9 00	14 00
Good	"	6 25	8 50
Rosemary	lb.	70	75
Sandalwood	"	5 50	8 00
Sassafras	"	65	75
Seal, pale	gal.	55	60
Sperm, winter bleached	"	1 50	1 75
Tansy	lb.	4 25	4 50
Union Salad	gal.	1 10	1 15
Wintergreen	lb.	3 00	3 25
Wormwood	"	6 00	6 50
Ointment, mercurial foot		70	75
Citrine		35	38
Opium. See Gum.			
Orange Peel		16	17
Pepsin, Eng		3 00	3 50
Saccharated		5 25	6 00
Pepper, black		22	25
Powdered		25	27
White powdered		38	40
Pill, Blue, Mass.		60	65
Pilocarpine	gr.	6	12
Pitch, black	bbl.	3 75	4 00
Burgundy	lb.	10	13
Phosphorus		90	1 00
Podophyllin	oz.	40	45
Poppy Heads	100	90	95
Potassa, caustic, white sticks.	lb.	65	70
Liquor		10	12
Potassium, Acetate, granulated		50	55
Bicarbonate		17	20
Bichromate		12	13
Bitartrate (Cream Tartar)		30	35
Bromide		55	58
Carbonate		13	15
Chlorate		18	20
Cyanide, Fused		40	52
Iodide		3 90	4 25
Nitrate		9	11
Permanganate		60	65
Prussiate, yellow		35	38
And Sodium Tartrate (Rochelle Salt)		32	38
Sulphuret		25	27
Quassia		9	10
Quinine, Howard's	oz.	46	48
German		35	40
Rosin, strained	bbl.	2 75	3 75
Clear, pale	"	4 50	5 00
Root, Aconite	lb.	24	25
Blood, powdered		20	22
Cohosh, black		13	15
Colchicum, German		25	35
Columbo		20	22
Powdered		30	35
Curcuma, ground		13	15
Elecampane		15	17
Powdered		20	22
Gentian		10	12
Gronnd		12	14
Powdered		15	17
Ginger, E. I.		12	18
Ginger—			
Powdered	lb.	$0 14	$0 20
Jamaica		24	28
Powdered		25	28
Golden Seal, powdered		1 00	1 10
Hellebore, white, powdered		13	15
Ipecac		2 50	2 60
Powdered		2 75	3 00
Jalap, powdered		38	40
Licorice, select		13	15
Powdered		14	15
Mandrake		16	18
Orris, Florentine		17	20
Powdered		24	26
Pink		90	95
Rhubarb		35	90
Fine trimmed		2 40	4 50
Powdered		60	2 25
Sarsaparilla, Honduras		50	53
Jamaica		60	65
Mexican		20	25
Seneka		75	85
Squill, white		15	20
Valerian, English		18	20
Sal Soda, by bbl		1½	3
Saccharin	oz.	1 25	1 50
Salicin	lb.	3 25	3 75
Santonin	"	2 50	2 75
Seed, Anise, Italian		14	15
Star		35	38
Canary, Sicily		4	5
Caraway		10	12
Cardamon, Malabar		1 20	1 50
Decorticated		1 75	2 00
Celery		25	30
Colchicum, German		90	1 00
Coriander		10	12
Flax, cleaned, Ontario	100 lbs.	3 25	3 50
Imported		0 00	0 00
Fenugeek, powdered	lb.	7	9
Hemp	"	5	5½
Mustard, white	"	9	11
Powdered	"	20	45
Rape	"	8	9
Saffron, American	"	35	50
Spanish	oz.	1 10	1 25
Sage	lb.	7	8
Silver, Nitrate	cash, "	11 00	13 00
Soap, Castile, mottled	"	8½	12
white	"	11	16
Soda, Ash keg or cask,	"	1½	2¼
Caustic drum or		2½	5
Sodium, Acetate		25	30
Bicarb. Howard's	"	16	17
Newcastle	keg	2 50	2 75
Carbonate, crystal	lb.	2½	3
Hyposulphite	"	3	4
Salicylate	"	2 25	2 50
Sulphate, Glauber's Salt		1½	3
Strychnine, crystals	oz.	1 10	1 25
Sulphur, precipitated	lb.	13	20
Sublimed	"	3	4
Roll		2½	3½
Tin, Muriate, crystals		35	37
Tamarinds		14	15
Tar	bbl.	4 50	4 75
Barbadoes	lb.	10	12
Terebene		75	90
Turpentine, Spirits	gal.	70	75
Chian	oz.	90	2 50
Venice	lb.	10	13
Veratria	oz.	2 00	2 50
Verdigris	lb.	35	55
Wax, white, pure	"	55	75
Yellow	"	42	45
Paraffine	"	17	20
Woods, Camwood	"	5½	8
Fustic, Cuban	"	2½	3
Logwood, Campeachy	"	2½	3
Quassia	"	9	10
Redwood	"	3½	5
Zinc, Chloride	"	1 10	1 25
Oxide	"	13	60
Sulphate, pure	"	9	12
common	"	7	9
Valerianate	oz.	25	28
Sulphocarbolate	lb.	1 00	1 10

THE STANDARD BRANDS
MILLIONS OF EACH BRAND
SOLD ANNUALLY.

"Cable," "El Padre Padre" and "Madre e'Hijo"

S. DAVIS & SONS
MONTREAL, P.Q.

"Puritan" Plug Cut. "The Smokers' Ideal," "Derby," "Athlete" Cigarettes ARE THE BEST.

D. RITCHIE & CO., - - - Montreal.

SERIAL

RS
1
C24
v.1

The Canadian druggist

Biological
& Medical
Serials

ONTARIO
COLLEGE OF PHARMACY
44 GERRARD
TORONTO